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Front cover photograph

An impressive view of Wilson Line's roll-on/roll-off passenger-car-container ship 'Spero' (7,000 tons gross) leaving King George Dock, Hull, in the regular England Sweden Line service to Gothenburg, with Scandinavian-bound tourists and unitized export cargo. 'Spero' completed her first year in service at the end of last month. A model of 'Spero' at the King George Dock terminal is being featured on the Wilson Line stand – No. 103 – at the Third Export Services Exhibition which opens on Monday. An illustrated preview of the exhibition appears between pages 584-585 in this issue.

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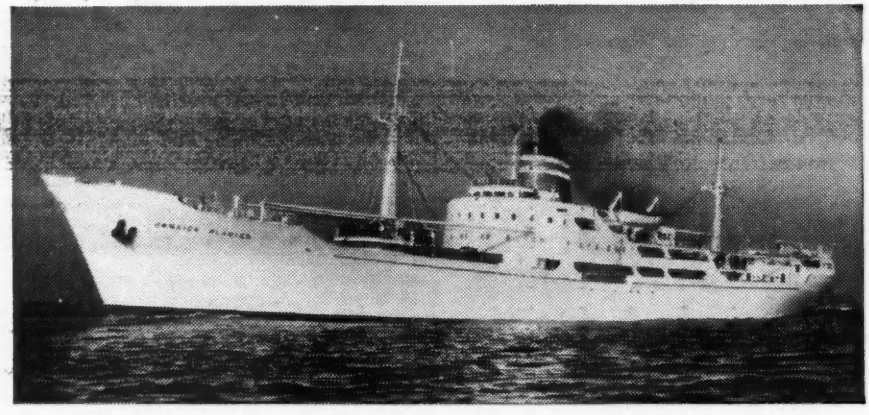

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Jamaica, a first-rate British market

By Mervyn Browne, Senior Commercial Secretary, British High Commission, Kingston, Jamaica

One of the daily BOAC VC10 flights after arrival at Palisadoes International Airport, Kingston.

JAMAICA IS A growth market. She imported in 1966 goods valued at £115 million c.i.f., and in the years since Independence in 1962 imports have expanded by over 10 per cent a year. British exporters sold £24 million of goods to Jamaica last year. Jamaica is, therefore, one of the most important markets for British products in the whole of the Caribbean, North and South America, from Mexico to Argentina.

To many people in Britain Jamaica conjures up visions of an island in the sun, tropical beaches, bananas and sugar cane, buccaneers and rum. But she is much more than this. She is a confident, independent, expanding country with a population of nearly two million and an annual per capita income exceeding £150, greater than most of the world's developing countries.

What makes this Caribbean island tick? Unlike many she is fortunate in having more than one egg in the economic basket. Bauxite mining, agriculture, manufacturing and tourism are all very substantial economic activities. Consequently there is scope for most British exporters.

Huge bauxite mining expansion

Fifteen years ago Jamaica exported no bauxite. Today she is the world's largest exporter. Bauxite and aluminium account for almost half of export earnings. Since operations began the three American companies mining bauxite and the Canadian company producing alumina have invested around £150 million in mining equipment, railways, storage and port installations and alumina plants. These companies are still expanding their activities. Furthermore, three companies have negotiated agreement with the Government during the past year for the establishment of alumina plants representing a further investment of over £100 million. One is already under construction and the second will be shortly. The bauxite industry in Jamaica is thus in process of transformation from mainly mining bauxite to mainly producing alumina. It is confidently expected that eventually all bauxite mined in Jamaica will be processed locally to alumina. Indeed, there are already many who hope that ultimately, with the help of nuclear power, the industry will be taken to its final stage in Jamaica, smelting aluminium.

Naturally these North American companies have been strongly orientated towards their homelands for their plant and equipment, but this has not prevented energetic British companies from obtaining orders.

Agriculture is still the biggest employer throughout much of the country. Government, in their recent Budget, promised priority for the expansion of agricultural production and productivity. Sugar is the leading crop, and the 18 central factories produced a record 500,000 tons last year. The severe shortage of sugar workers in many rural areas and the need for greater efficiency in the face of international competition, may necessitate greater machanization in the fields and at the ports. Other important crops are bananas, citrus, coffee, cocoa and pimento.

Food processing

It is probably in the less traditional sector that the biggest expansion is taking place, in beef, dairying, and miscellaneous root and vegetable crops. There is also a drive for greater local processing of home and imported foodstuffs. The Government Food Technology Unit has pilot plants for experiments in fruit, vegetables and spice processing. New factories have been, or are being built to make jams, chocolates, frozen meats and vegetables, sausages,

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During the official opening of the factory of Reckitt & Colman (West Indies) Limited, visitors see the production line in operation and inspect Nugget shoe polish as it comes out of the refrigerated cooling tunnel on to the band table ready for foiling, lidding and packing into cartons. The refrigerated cooling tunnel was made by Lightfoot & Co. Ltd. and the band table by A. P. Roberts Ltd. in England, and exported to Jamaica. Seen in the background of photograph on right are Mr. G. Benson (Jamaica Industrial Development Corporation) and the Hon. R. C. Lightbourne, MP (Minister of Trade and Industry). On the left are Rev. Canon B. C. Jones, Hon. Ivan Vaz, JP (chairman of Reckitt & Colman (West Indies) Limited) and Mr. J. L. Woods (factory manager).

meat products and for fruit and vegetable canning, butter and cheese packing and flour milling. This trend will certainly continue.

New industries

Manufacturing too has expanded greatly in Jamaica in recent years and contributed more to gross domestic product in 1966 (£47.3 million) than any other economic sector. Government strongly encourages industrialization both to create new employment and to reduce imports.

Government assistance takes two main forms. First, industrial incentive laws permit tax exemption to approved new industries, varying from 10 to 15 years, depending on location. (Information on Government incentives can be obtained from the Jamaica Industrial Development Corporation, 6-10 Bruton Street, London, W.1). In March 1967, 155 companies, employing over 9,000 people, were operating under these incentives representing a capital investment of £15 million.

Second, the Government's declared policy is to use import restrictions to protect and encourage new industry. At present some 150 items are subject to some degree of import restrictions. (The current position can be obtained from Export Services Branch, Board of Trade.) The first manufacturer to get Government approval is often in a protected position. Exporters with a big share of the market should bear in mind the possibility of having to safeguard their market in Jamaica through some form of local venture. This can take many forms from a packaging or part assembly operation, or a royalty arrangement with local interests, to full-scale manufacture. And Jamaica may eventually become part of a Caribbean Free Trade Area, giving Jamaican products duty-free access to other territories. Industrialization is a threat to some exporters, but it offers openings for exporters of raw materials and machinery. Often, too, local merchants with little or no previous experience of manufacturing, who are proposing such

a venture, are open to turn-key offers for a complete manufacturing unit.

Many things are now made, assembled or processed in Jamaica – clothing, footwear, foodstuffs, telephone equipment, switchgear, radios, television sets, wire products, kitchen hardware, cutlery, some sugar machinery, fertilizers, furniture, plastic products, motor vehicle tyres, tubes, filters and mufflers, cartons and metal containers, paint, polishes, pottery, pharmaceuticals, cosmetics, asbestos pipes, steel bars and rods, petroleum products and many others.

Tourism, the fourth economic egg, and a golden one too, is booming. Visitors last year spent £28 million in the hotels and in-bond shops. The 8,250 hotel beds available are no longer adequate, and overseas interests, British and North American, are planning new hotels and extensions to meet the present demand and in anticipation of the jumbo-jets. A fascinating tourist project under discussion is a £6½ million redevelopment of old Port Royal, Captain Morgan's buccaneer city much destroyed by earthquake in 1692, involving a deep-water pier, new hotels and a reconstructed historical area.

Government and private enterprise are keeping pace with the expansion in mining, agriculture, manufacturing and tourism by providing expanded and improved economic and social services. The Government capital programme alone runs at about £20 million a year. Mention of a few of the main development projects will illustrate the scale and tempo of development in this small island. A new £8 million harbour complex, Newport West, has given Kingston an entirely new modern port. The former downtown waterfront is being replanned by consultants provided under the British Government Technical Aid programme, and comprehensive redevelopment of this area could ultimately involve some £65 million.

The new harbour is being extended westwards in a further multi-million-pound development involving more berths, a causeway across the west end of Kingston harbour, land reclamation, extensive low-cost housing, and new industrial sites.

Contracts for a £4 million new main road programme and a £7 million school building programme, both partly financed by World Bank, and two new large hospitals at Montego Bay and May Pen, should be awarded this year. Both the electricity and telephone systems, privately owned, are undergoing modernization and expansion with World Bank assistance. All these developments involve substantial imports.

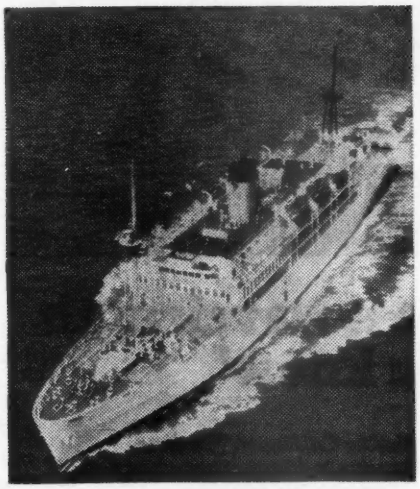
Strong American competition

So much for the market.

How is Britain doing in Jamaica? British exporters have not taken full advantage of the growing Jamaican market. In 1962, Independence year, Jamaica imported £23.4 million (30 per cent of her imports) from Britain, and £22.1 million (28 per cent) from United States. By 1966 United States had gone far ahead of Britain; £25.5 million (22 per cent) came from Britain and £41.4 million (36 per cent) from United States. Competition, which is fierce, has so far been largely from America and Canada. European countries have not penetrated the market to any great extent, and most Japanese goods are prohibited except for World Bank projects.

American exporters are paying increasing attention to Caribbean markets, and several factors operate strongly in their favour. They enjoy geographical proximity and easier travel to and from Jamaica. The majority of tourists are American, many visiting Jamaica for the first time, and they take the opportunity to look at the market. Miami is a large commercial centre with depots which can serve the Caribbean promptly, speedily and cheaply. It is simple to order goods from there by telephone and have them delivered airfreight or even by sea within a few days. American exports have also followed from substantial investment by

(*Continued on page 563*)



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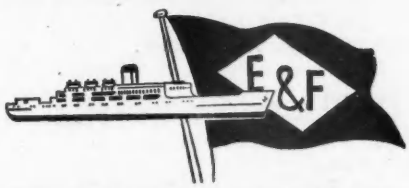

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American firms in bauxite and manufacturing in Jamaica and from tied American aid programmes.

These are all factors which have helped to boost American exports. Nevertheless, there is much goodwill for Britain in Jamaica. British goods have a good reputation for quality and are generally very competitively priced. Over 90 per cent of imports from Britain enjoy a tariff advantage over non-Commonwealth suppliers averaging about 10 per cent.

How can British exporters improve their trade with Jamaica? First, there is the question of deliveries. Britain is at a natural disadvantage as against the United States, so do everything possible to minimise delivery time. In particular, try to avoid breaking delivery promises, but if this proves unavoidable, do warn and explain to the importer as early as possible. There has been much complaint and loss of faith in British exporters in recent years on this score. A BNEC Mission in 1965 reported: 'British deliveries are on average bad and do a tremendous amount of damage to our reputation as exporters'. A British Pump Manufacturers' Mission in 1966 reported: 'over-long delivery periods and the honouring of delivery promises are our greatest problem. We have a very poor reputation to live down.'

Fortunately, in recent months, there seems to have been improvement in British deliveries generally, and our competitors are by no means faultless.

Second, trade literature and catalogues are extremely important. Many British firms have trade literature the equal of any, but there are still many whose material compares very unfavourably with that of the average United States company. Catalogues should be fully comprehensive and include firm prices, c.i.f. when possible. Assembly and servicing instructions for machinery must be detailed. The Jamaican workman is generally no so sophisticated as his British counterpart, and two or three Roneod sheets are just not good enough and only cause exasperation.

Third, the possibility of local stocks of goods or spares, or of using air freight, should always be investigated where appropriate. Goods are frequently ordered from Miami, even at higher price, simply because they are readily available.

Visit the Market

But by far the most important is to visit the market whenever possible. Many British firms already do so, but some local agents still complain that they have not seen some of their principals for years. Good agents are relatively few, and most have many agencies. Quite often they are not aware of the full potentialities of all the goods they handle. They therefore welcome visits and advice from their principals. Although some business visitors require a work permit, this is not a problem for bona fide visitors, and certain categories are in any case exempt, those visiting a subsidiary or associated company in Jamaica, or an agent or coming to appoint an agent.

Use the Commercial Department of the High Commission. You can write beforehand, inform the Board of Trade, or telephone on arrival. Here extensive information on local firms and the local market is readily available to visitors. Upward of 200 British exporters call at the Kingston office every year and most have found such a visit valuable and time-saving. Visitors will find the Commercial Officers glad to see them and anxious to help and advise.

A visit to this £100 million Caribbean market can be well worthwhile and profitable to exporter, agent and customer alike.

(Further details of developments mentioned in this article are available at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.)

The first article in this series appeared last week. It was 'The British Export Battle for the Caribbean' by J. R. M. Rocke, Chairman of the BNEC Committee for Exports to the Caribbean. Future articles will feature Guyana, Trinidad & Tobago and Barbados.

NEW MINISTERIAL APPOINTMENTS AT BOARD OF TRADE

Left: Mr. Anthony Crosland, whose appointment as President of the Board of Trade was announced in last week's issue of the Board of Trade Journal, *page* 514. *Right: Mrs. Gwyneth Dunwoody, new Parliamentary Secretary, Board of Trade.*

New Parliamentary Secretary, Board of Trade

MRS. GWYNETH PATRICIA DUNWOODY (36), MP for Exeter since 1966, has been appointed Parliamentary Secretary to the Board of Trade, it was announced from Downing Street on September 2.

Second Annual Report of the Control of Office and Industrial Development Act

THE BOARD OF TRADE'S second annual report on the performance of their functions under Part 1 of the Control of Office and Industrial Development Act, 1965, was published on August 31. The report sets out the number of permits issued during the year preceding March 31, 1967, together with the gross areas permitted and the amount of office floor space demolished or changed from office use as the result of the issue of these permits. The figures for the period up to March 31, 1966, which was the subject of the first annual report, have been slightly amended and are reissued with this report.

After the period covered by the second annual report, an Order (SI 1967 No. 1087) was made, raising, with effect from July 27, 1966, the prescribed exemption limit from 3,000 sq. ft. to 10,000 sq. ft. in the West Midland, East Midland and East Anglia planning regions and in the rest of the South-east planning region. The exemption limit remains at 3,000 sq. ft. in the London Metropolitan Region.

Copies of the second annual report are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 10d. Copies by post can be obtained from HMSO, Box 569, London, S.E.1, price 1s. 1d.

Cinematograph Films Council appointment

THE BOARD OF TRADE announce the appointment of Mr. Richard Attenborough to the Cinematograph Films Council as a representative of producers. Mr. Attenborough fills the vacancy created by the resignation of Lord Archibald.

NEW EXPORT HANDBOOKS

The Board of Trade has recently issued two new Export Handbooks – 'Services for British Exporters' and 'ECGD Credit Insurance and Financial Support Services'. Together they contain 164 *pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, United Kingdom Publicity Section, Board of Trade,* 1 *Victoria Street, London, S.W.*1.

Lord Brown speaks on 'growing range of products made in Lanarkshire'

SPEAKING AT the Lanarkshire Trade and Industries Fair at the National Engineering Laboratory, East Kilbride, on September 6, Lord Brown, Minister of State, Board of Trade, said: 'This trade fair will undoubtedly help to inform many people of the growing range of products now made in the County.

'A coal and steel county tends to conjure up in people's minds pictures of "dark satanic mills" and derelict countryside. Such images are a deterrent to industrialists seeking sites for the expansion of their business and I would like therefore to take the opportunity of pointing out that many parts of Lanarkshire are exceedingly beautiful and that in East Kilbride Lanarkshire possesses one of the most beautiful and successful New Towns in Britain.

'I remember the tussle which took place in 1946 over the question of the siting of the National Engineering Laboratory – was it to be the North or the South? I was delighted at the time when it found its home in Lanarkshire. It is doing wonderful work and I would remind some of the companies who spend much time vainly trying to get permission to expand in already congested areas that it is no mean advantage to have the power house of national applied technology on your doorstep.'

He said he was aware that the current unemployment rate in Lanarkshire was above the national average and that some of the older industries in the county faced difficult problems. The Government's policy was to attract new firms to the area, to assist successful ones to expand and to help all to modernize and become more efficient. This was done in a number of ways but principally by the provision of factories on favourable terms and by substantial financial assistance. He thought that nowhere in Scotland were the results of these policies more evident than in Lanarkshire. Of the 33 industrial Estates in Scotland, managed for the Board of Trade by the Scottish Industrial Estates Corporation, no less than 11 are located in Lanarkshire; of 61 individual sites, 22 are situated in the county.

At the present time 13 new factories and extensions to existing ones with a total area of 435,000 sq. ft. were under construction. There were in the county many factories built in the last decade with Government financial assistance, owned or occupied by firms of national and international reputation.

Lord Brown continued: 'Of course, no one can afford to be complacent in these difficult times but I do believe that Lanarkshire is receiving a very fair share of assistance on the industrial front and, what is more important, is making good use of it.

'A second objective of the fair,' he said, 'is to make industrial concerns more familiar with the products and services which other companies in the county produce. Everybody is so busy looking for wider markets further afield in these days that sometimes we fail to see opportunities which exist on our own doorsteps. So I wish you success in getting to know each other better and I hope much mutual business will result.

'I have a special responsibility for exports in the Board of Trade and I should like to have known and been able to tell you what the exports of Lanarkshire were but the figures are not available. We shall know more when the new Companies Act gets into full swing. All I do know is that there are more than a score of Lanarkshire firms who are in the front rank of British exporters.

'There is one special point I can make. As a result of the regional employment premium, it has become a fact that as from this month, any industrial company in Lanarkshire which employs say 1,000 men, will receive in each year about £75,000 as a result of Government policy to aid development areas. I am sure that no company in receipt of such support lacks suggestions from all sources as to what should be done with it. Please however close your ears to the others and listen to me alone. If you use that money to design new products for export markets and to market them in a sophisticated manner overseas, not only will that be the best means of increasing employment in the county but, and I say this as an erstwhile businessman, it will prove in the long run the very best investment your business could make. And at the Board of Trade we now have a real battery of services which we are only too ready to make available to you in your export efforts.'

Changes in hire purchase and hiring controls

THE BOARD OF TRADE have made the Hire Purchase and Credit Sale Agreements (Control) (Amendment No. 8) Order, 1967, No. 1293. The effect of this was to reduce the minimum deposit payable in respect of hire purchase or credit sale agreements entered into on or after August 31, 1967, from 30 per cent to 25 per cent in the case of cars and goods vehicles (other than three-wheelers), from 20 per cent to 15 per cent in the case of furniture and mattresses, and from 33⅓ per cent to 25 per cent in the case of most other goods subject to control including carpets, radio and television sets, washing machines, and refrigerators. The maximum period for repayment of the balance under such agreements is increased from 30 to 36 months in the case of cars and goods vehicles other than three-wheelers, from 24 to 30 months in the case of the other goods for which the minimum deposit has been reduced, and from 27 to 36 months in the case of motor-cycles, three-wheelers and bicycles. There is no change in the minimum deposit or maximum repayment period for cookers and water heaters (10 per cent, 48 months) or for photographic and optical equipment (33⅓ per cent, 24 months) and no change in the minimum deposit for motor-cycles, three-wheelers and bicycles (25 per cent).

The Board of Trade have also made the Control of Hiring (Amendment No. 6) Order, 1967, No. 1292, which reduces for some types of goods the advance rentals or charges payable before a hiring agreement is entered into. The advance payment required is reduced from 42 weeks' to 30 weeks' rental for all goods other than motor vehicles which have until now been subject to this control, including television sets. The advance rental for cars and goods vehicles other than three-wheelers is reduced from 32 weeks to 26 weeks, and for motor-cycles and three-wheelers is unchanged at 26 weeks. The Order also introduces a requirement that an advance rental or charge (of 42 weeks' rental) must be paid before entering into a hiring agreement for photographic equipment. The Order applies to hiring agreements entered into on or after August 31, 1967.

The hire purchase restrictions imposed in July 1966 were partially relaxed in April for motor-cycles, bicycles and three-wheelers, and at the beginning of June for cars and goods vehicles in order to help the industry's ability to export at a time when a seasonal decline in home sales usually begins and to apply a modest stimulus to the economy generally. The Government consider that a further modest stimulus can now be justified, and have decided to apply this through some further relaxation of hire purchase restrictions designed partly to reinforce the motor industry's vital export performance and partly to bring about some improvement in the home market for the radio and television, domestic electrical appliance, furniture, and carpet industries. For a variety of reasons the home sales of these latter industries have declined: a modest increase in demand will enable them to use their facilities more economically without putting pressure on scarce resources, and will help to relieve unemployment in industries and areas which have been disproportionately affected by the restraints which the Government found it necessary to apply last year to improve the balance of payments.

Notes:

(a) Economic background

The announcement of the easing of some hire purchase regulations does not represent any change in economic strategy, but is the latest in the series of adjustments to changing conditions. While it should provide a useful stimulus for the industries concerned, it is not of major significance for the economy as a whole, and will certainly not contribute to an excess pressure on our resources.

In deciding on the scope of the new measures, account was taken of the effect of measures announced earlier, some of which have not yet come into operation. They include the easing of hire purchase regulations for cars announced on June 7; the Regional

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

An official visit was made recently to the London (Stratford) International Freight Terminal by a large group from the British Railways Board, headed by Mr. P. H. Shirley, vice-chairman of BRB. The group visited the Gentransco Services Ltd. depot – the largest in the terminal – and are seen here in the export side of Gentransco Depot No. 5 examining wagons in course of loading. In the foreground Mr. F. Rose (wearing spectacles), deputy chairman of Gentransco, is explaining procedure to Mr. Shirley.

Employment Premium announced on June 9 (which came into effect on September 4); the speeding up of the payment of investment grants announced on June 14; the increase in National Insurance benefits announced on June 21 (due to start on October 30); and the increase in Family Allowances, some of which will be paid from the end of October.

As all these measures work through to increased employment and output, they should take up available industrial capacity and have a beneficial effect on production costs and export prices.

(b) Hire purchase

Prior to the relaxations of April and June, the minimum deposit required for motor-cycles, bicycles, three-wheelers, cars and goods vehicles was 40 per cent and the maximum repayment period 24 months. The controls on other goods have been unchanged since July 1966.

Compared with a year earlier, manufacturers' sales have been down by about 30 per cent in the case of television sets and 20 per cent in the case of washing machines and refrigerators. Orders on hand for carpets and furniture have respectively been 20 per cent and 12 per cent lower.

The relaxation of the control on cars was followed by a useful increase in sales during June. This was not maintained in July, but it is likely that this was mainly due to potential buyers waiting for the new registration-letter year to begin on August 1.

Copies of the relevant Orders SI 1967, No. 1292 (price 8d. or 11d. by post) and SI 1967, No. 1293 (price 8d. or 11d. by post) are obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1.

Statistics relating to hire purchase and other instalment credit business in July appear on page 585.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Regional employment premiums come into operation

FROM September 4 manufacturing establishments in Development Areas became eligible for payment of the increased premium authorized by the Finance Act, 1967 and known as Regional Employment Premium. First payments of the increased premium will be made in October.

The Regional Employment Premium is an additional sum payable with the Selective Employment Premium to employers in respect of those establishments which are situated wholly within development areas and registered for premium under section 1 of the Selective Employment Payments Act, 1966. As already announced last June, (Cmnd. 3310. The Development Areas – Regional Employment Premiums), the weekly rates of premium will be:

Full-time employees	Selective employment premium	REP	Total
	s. d.	s. d.	s. d.
Men over 18	32 6	30 0	62 6
Women over 18	16 3	15 0	31 3
Boys under 18	16 3	15 0	31 3
Girls under 18	10 6	9 6	20 0
Part-time employees			
Men over 18	32 6	15 0	47 6
Women over 18	16 3	7 6	23 9
Boys under 18	16 3	7 6	23 9
Girls under 18	10 6	4 9	15 3

It will be noted that only half the full rate of REP is payable in respect of part-time employees.

The purpose of the scheme is to reduce the labour costs of manufacturing industry in the Development Areas thus making it more competitive and enabling it over a period of time to increase its relative share of the total output of manufacturing industry in Britain. This development is in the long-term interest of the economy as a whole, and firms will wish to consider ways of using the premium to achieve its aim. Thus, it is clear that its use, for instance, to finance investment or training, to reduce prices or to improve marketing at home or in export markets will make a valuable contribution. On the other hand, to apply it simply to increased dividends or wages will frustrate the objective.

An explanatory booklet 'Regional Employment Premium – Notes for Employers with Manufacturing Establishments in Development Areas' has been prepared by the Ministry of Labour. Copies will be sent to all employers eligible for the payments (together with a claim form) in due course. There will also be supplies of the booklet available at Ministry of Labour employment exchanges free of charge for employers who wish to have a copy in advance of receiving their claim forms.

The Finance Act 1967 also provides that from September 4, 1967 employers not already entitled to refund of SET (or premiums) will be entitled to refund of

(1) half of the tax paid in respect of certain part-time workers; and
(2) the full amount of the tax paid in respect of persons employed outside the United Kingdom after a qualifying period.

An explanatory leaflet RSET 1 is now available from post offices and local offices of the Ministry of Social Security.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following four proposed mergers to the Monopolies Commission under the provisions of that Act:

1. Whitbread & Co. Ltd. and Fremlins Ltd.
2. Imperial Metal Industries Ltd. and Jessop-Saville Ltd. (titanium business).
3. The Imperial Tobacco Co. Ltd. and HP Sauce Ltd.
4. Tube Investments Ltd. and Radiation Ltd.

New reference to the Monopolies Commission: metal containers

THE BOARD OF TRADE propose to ask the Monopolies Commission to investigate the supply of metal containers.

Notes:

The Board of Trade are empowered to make references to the Commission in any case where it appears to them that monopoly conditions prevail. Some of the more important examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods of a particular description which are supplies in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group;

(ii) where several firms, who together supply one-third or more of goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (except where they are doing so in pursuance of an agreement which is registrable under the Restrictive Trade Practices Act, 1956, and so susceptible to examination by the Restrictive Practices Court).

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The exact terms of the reference are not being made public immediately. They will be published when they are sent to the Monopolies Commission. It is normal practice for firms concerned to have an opportunity to comment before the terms of the reference are settled.

The Monopolies Commission already have the following monopolies references before them:

(a) flat glass;
(b) rayon and other cellulosic fibres;
(c) electric lamps;
(d) beer;
(e) estate agents' services;
(f) clutch mechanisms for road vehicles;
(g) haircutting services for men;
(h) rods for cigarette filter tips.

The Commission are also carrying out investigations into the general effect on the public interest of (a) certain restrictive practices which may prevail in relation to the supply of professional services and (b) the practice of recommending resale prices.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during August in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

Armore Marden (Midlands) Limited, New Oxford House, 16 Waterloo Street, Birmingham 2.

English Transcontinental Limited, 2 London Wall Buildings, London, E.C.2.

Change of Name

The name of G. Eberstadt & Company Limited has been changed to London & County Securities Limited.

Exempted Dealers

Deletion

Jedburgh Savings Bank, 39 High Street, Jedburgh, Roxburghshire.

Changes of Address

The Charterhouse Finance Corporation Limited
The Charterhouse Group Limited
Charterhouse Japhet & Thomasson Limited
Northumbrian Finance Limited
all at 1 Paternoster Row, London, E.C.4.

The Association of New York Stock Exchange Member Firms having Representation in the United Kingdom

Addition

Smithers, (F. S.), & Co., 20 Copthall Avenue, London, E.C.2.

Notice to importers No. 1196: Imports of hops

THE BOARD OF TRADE announce that, as provided under Article 2(1) of the Hops (Import Regulation) Order, 1961, and after consultation with the Permanent Joint Hops Committee, the normal quota for imports of hops in the 12 months commencing September 1, 1967, will be 11,500 cwts. (12,880 centals). The Order does not restrict imports of hops which are both grown in and consigned from the Commonwealth or the Republic of Ireland.

The allocation of the quota will be based on brewers' import requirements as notified by them to the Permanent Joint Hops Committee. The Committee will inform each brewer of his agreed allocation and authorize his nominated importing merchant to submit his applications direct to the Board of Trade up to the total of his nominations.

Licences will be made valid for imports from September 1, 1967, to August 31, 1968. Should the English crop be insufficient to meet brewers' requirements of English type hops, supplementary licences may be granted.

Application for anti-dumping duties on domestic electric refrigerators

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on imports of domestic electric refrigerators originating in Italy.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than September 22. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 555, 1 Victoria Street, London, S.W.1.

Application for reduction of import duty on disposable gas lighter refills

THE BOARD OF TRADE give notice that they are considering an application for a reduction of the 20 per cent import duty on disposable gas lighter refills, classified under sub-heading 98.10(A)(3), to 10 per cent. The goods have been defined as 'parts of lighters, being fuel reservoirs of the refill type (whether or not filled) with an escape valve'.

A statement of the applicants' case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Board of Trade, 1 Victoria Street, London, S.W.1, not later than September 25, 1967.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date

of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 22, 1967.

Tariff heading	Proposed definition for tariff purposes	Asked for as	Exemption required until	Reference
29.13	Stanolone . . .	As in previous column .	December 31, 1967	2225

Note: Interested parties will wish to note that the application published in the *Board of Trade Journal* of August 4 (page 258) under tariff sub-heading 29.28 should read *tri*Sodium hydrogen 4, 5-dihydroxy-3, 6-di-(2-sulphophenylazo) naphthalene-2, 7-disulphonate.

Applications for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty, as from December 30, on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.26	Guanidine carbonate	6390
38.14	Anti-knock preparations containing not less than 60% by weight of tetraethyl-lead	6537

'Please post printed papers earlier'

—The GPO

TO IMPROVE the quality and reliability of the fully paid letter service, the Post Office is asking its customers to post printed papers earlier in the day.

Up till now the Post Office has delivered, on the weekday after posting, the great majority of printed papers posted before 4.30 p.m. (and also a great many of those posted after 4.30 p.m.). Printed papers posted after 4.30 p.m. have been liable to deferment; that is, to be put on one side until the fully paid letters have been despatched.

Even when printed papers are posted early in the afternoon and despatched from the office of posting before the evening busy period, they can still contribute to 'traffic jams' at a later stage of their journey. When this occurs, there is a risk that the fully-paid letters may be delayed while lower-paid items go through, or that both classes of mail will be delayed.

Since last November, printed papers have been kept off travelling post offices as far as possible. A result of this has been a marked improvement in the quality of service for fully-paid letters. The Post Office is now taking the matter a stage further. At some offices the latest time of collection for minimum rate printed papers intended for despatch the same day will be advanced from about 4.30 p.m. to about noon, and deferment will be introduced at a number of offices which do not defer printed papers at present. These changes will be introduced generally on September 4, and in London during October. The arrangements operating at individual offices will be advertised and publicised locally.

These changes should help the Post Office to maintain and even improve the quality of service given to fully-paid letters.

Note:

Items sent at the printed paper rates are usually business correspondence, but also include birthday and other greetings cards sent for 3d.

ECGD backs cargo vessels for New Zealand

THE EXPORTS CREDITS GUARANTEE DEPARTMENT signed a Financial Guarantee on August 31 covering the financing of two cargo vessels worth over £3 million for the Union Steam Company of New Zealand.

The vessels, due for delivery between August 1968 and November 1968 are being built by the Caledon Shipbuilding and Engineering Co. Ltd., of Dundee.

The loan is for about £2.5 million, will be managed by Baring Brothers & Co. Ltd., on behalf of the National Commercial Bank of Scotland Ltd., Lloyds Bank Ltd., and Williams Deacon's Bank Ltd., and is repayable over a period of 10 years.

Second General Report of Prices and Incomes Board

THE SECOND General Report* of the National Board for Prices and Incomes reviews the Board's work since the first general report was published in August 1966.

The report has two objectives:

(i) to give an account of the Board's stewardship over the last 12 months;

(ii) to draw from its experience over this period those lessons which it believes will be of value to the future operation of a productivity, prices and incomes policy.

Part II of the report summarizes the conclusions reached in individual reports over the last 12 months, the action which the Board considered was required, and the extent to which such action has been taken. Part III deals with those reports published during the Board's first year's work on which the Board considers action is still required.

Broadly, the Board concludes that there has been a quick and favourable response to its short-term recommendations over the two years. But the response to longer-term recommendations has been slower than it would have wished and believes could have been possible.

**Cmnd.* 3394, *price* 4*s.* 6*d. net from HMSO or through any bookseller.*

Trades Union Congress in Brighton

THE LEVEL of unemployment and the increase in electricity prices were among the subjects discussed during the Trades Union Congress at Brighton last week. The debate on the Government's economic policy was held on September 6.

Long-term demand for machine tools

THE ECONOMIC Development Committee for the Machine Tool Industry has issued a paper on the long-term demand outlook for machine tools over the next decade, which is being circulated to all firms in the industry. The paper gives a forecast of the potential domestic and world-wide markets for machine tools, and is intended to provide guide lines for firms' individual market research for investment and capacity decisions. The market potential is seen as sufficient to call for a substantial increase in output from the United Kingdom industry of about 6 per cent per annum up to 1975; and because of the limited growth expected in the home market, this will need to be expor-led expansion.

The Machine Tool EDC is convinced that the key to improving the competitive strength of the industry and the export/import balance lies in such an expansion of supply capability; and it believes it is especially significant that the industry should be thinking on these lines in the present economic climate.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customer's a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Major new industry for Bridgend

THE BOARD OF TRADE announce that A. G. Sutherland Limited, a member of the Owen Organization, are to occupy new premises which are under construction at the Board of Trade Industrial Estate at Bridgend.

The Owen Group is the largest privately controlled group of companies in the British Commonwealth with almost 80 constituent companies whose ramifications extend through the engineering industry and associated fields. Rubery Owen and their associate companies have a total labour force of 16,000, and of these, 1,500 are employed in group factories in Wales at Wrexham, Tredegar, Dowlais and Bridgend.

They propose to occupy a Board of Trade Advance Factory of 25,000 sq. ft. which is under construction on the Bridgend Industrial Estate and which, at the company's request, is being extended to 100,000 sq. ft. in area. Employment will be provided for 150 (50 males, 100 females) initially, increasing to 250 (100 males, 150 females) within 12 months, and to 450 within three to four years.

Sweden's largest bulk carrier built in the United Kingdom

SUNDERLAND SHIPBUILDERS Sir James Laing have completed Sweden's largest general-purpose bulk carrier, the 50,640-ton deadweight 'Roslagen'. It was named by Mrs. L. Prytz, wife of the vice-president of Nordstrom & Thulin, managers of the new vessel, on August 24.

The 'Roslagen', constructed in the Sir James Laing Deptford shipyard of the Doxford & Sunderland Shipbuilding & Engineering Company Limited for the Rederi A/B Roslagen, Stockholm (Nordstrom & Thulin Group), is the fifth bulk carrier to be constructed by the builders for Swedish owners in recent years.

New President of the Institute of Export

AT A RECENT meeting Sir Anthony J. Elkins, C.B.E., was elected president of the Institute of Export for the ensuing year in succession to the Rt. Hon. Lord Tweedsmuir, C.B.E.

The Third Export Services Exhibition, sponsored by the Institute, is featured between pages 584 and 585 of this issue.

'Research: a way into the European market'

A ONE-DAY CONFERENCE on exporting to Europe, 'Research: a way into the European market', has been organized by The Market Research Society and the Industrial Marketing Research Association, and will be held on October 12 at The London Hilton, Park Lane, W.1.

The conference is sponsored by *The Financial Times* in association with The British National Export Council.

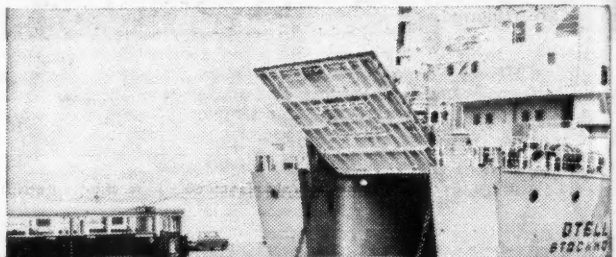
Case histories will underline the importance of thorough investigation of new markets as a basis for the planning of a sound marketing policy for exporting to Europe. The theme of the conference will be outlined by Mr. G. V. K. Burton, deputy chairman, BNEC Export Council for Europe, and senior vice-chairman, Fisons Ltd.

Mr. P. B. Hunt, assistant secretary, Export Promotion Branch, Board of Trade, will speak about Government sources of basic information for formulating successful overseas marketing plans. Three case histories will be presented jointly by companies and their consultants:

Air Products Ltd./Metra Sigma Martech Ltd.
T. & W. Lees Ltd./Associated Industrial Consultants Ltd.
OMCO/P-E Consulting Group Ltd.

Chairman of the conference will be The Hon. Alan Hare, joint general manager, *The Financial Times*.

LEFT-HAND DRIVE BUSES FOR SWEDEN



The final batch of 19 Leyland Panther city buses for AB Storstockholms Lokaltrafik go aboard the m.s. Othello bound for the Swedish capital. The batch marks the completion of an order for 200 special buses with Park Royal bodywork built to the specification of the Stockholm authorities for the change-over from driving on the left to driving on the right which took place on September 2-3. The contract was of special interest because of the complex specification which has made the vehicles possibly the safest ever built in the world. Passenger requirements were of paramount importance and the buses have been planned to encourage people to leave their cars out of the city and use the public service.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	August 8, 1967	
893,689	Revertex Limited	The production of N-vinyl and N-substituted vinyl 2-oxazolidones
1,023,203	Chinoin Gyogyszer-es Vegyeszeti Termekek Gyara Rt.	Propylamine-derivatives
1,053,825	Chinoin Gyogyszer-es Vegyeszeti Termekek Gyara Rt.	New 1, 2, 4, oxadiazole-derivatives and process for their preparation
1,064,582	Don Hall Laboratories	Liquid-containing sustained release pharmaceutical compositions
	August 10, 1967	
887,595	Revertex Limited	Oxazolidene derivatives
	August 14, 1967	
811,528	Draley, Joseph Edward, and Ruther, Westley Ernest	Nuclear reactors and sub-assembly therefor
841,608	United States Atomic Energy Commission	Method of preparing a fuel element
894,668	United States Atomic Energy Commission	Sodium deuterium reactor
900,500	United States Atomic Energy Commission	Tube splitting apparatus
900,501	United States Atomic Energy Commission	A connecting device for tool and cable
932,078	United States Atomic Energy Commission	Preparation of high-density compactible thorium oxide particles
964,620	United States Atomic Energy Commission	A process of dissolving fuel elements of nuclear reactors
1,048,611	Bavaria Atelier-Gesellschaft m.b.H.	Method of and equipment for filming and recording optical-acoustic scenes and the cutting and editing of the resulting shots
	August 15, 1967	
887,954	United States Atomic Energy Commission	Nuclear reactors
1,054,962	Societe des Forges et Ateliers du Creusot	Apparatus and method for using same, relating to Kaplan turbines
1,057,812	Muananyagipari Kutato Intezet	Process for preparing improved polypropylene synthetic fibres
1,004,086	Stephens, Robert Melling	A tidal power machine

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patents Office. GORDON GRANT, *Comptroller.*

Aviation and Shipping

First annual report of British Airports Authority

THE ANNUAL REPORT and accounts of the British Airports Authority was published on September 6 as House of Commons Paper 583. The Report states that during its first year of operations the British Airports Authority made a Net Profit before taxation of £2,764,618 after paying interest on capital and making provision for depreciation and obsolescence. The Authority achieved an Operating Profit of £5,441,625 after providing for depreciation and obsolescence and for amounts written off for road diversions and measures outside airports at £2,800,592.

Interest payable on the Capital Debt amounted to £2,805,600 and interest receivable on Short Term Loans was £128,593 – thus leaving the Net Profit for the year of £2,764,618.

After providing for taxation at £985,000 and allowing for expenses incurred before Vesting Day at £81,820, the net surplus remaining for Appropriation to Reserve was £1,697,798.

The balance of £1,697,798 has been appropriated to:

a Building Alterations Reserve of . .	£1,000,000
a Soundproofing Reserve of . . .	£100,000
a General Reserve of	£500,000

This leaves a balance retained in the Revenue Account of £97,798.

The Report is obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches at 10s. 6d. net.

British aviation experts to visit USSR

A GROUP of aviation experts, led by Mr. John Stonehouse, the Minister of State, Ministry of Technology, will begin an 11-day visit to the USSR on September 11 to see developments in the Soviet aviation industry. The invitation was extended by Mr. L. V. Smirnov, a Soviet Deputy Prime Minister, when he was last in London. Mr. Stonehouse's principal host will be Mr. P. V. Dementyev, Minister of Aviation Industry. Mr. Stonehouse will be accompanied by Sir Ronald Melville, Secretary (Aviation), Ministry of Technology, senior officials of the Ministry and five representatives of industry, Sir George Edwards (British Aircraft Corporation), Mr. L. G. Dawson (Rolls-Royce), Mr. P. J. Jefferson (Hawker-Siddeley Aviation), Dr. B. J. O'Kane (Marconi) and Mr. S. D. Davies (Dowty-Rotol).

North-west England Regional Advisory Committee for Civil Aviation

THE BOARD OF TRADE have appointed a further member to the North West England Regional Advisory Committee for Civil Aviation. He is Alderman Joseph S. Richardson, J.P., member of Blackpool County Borough Council since 1946, and Deputy Mayor, 1955-56, and Mayor, 1962-63. Currently chairman of the General Purposes and Parliamentary Committee and of the Watch Committee, and a member of numerous others including the Airport Committee of which he was formerly chairman. Also council representative on the Aerodrome Owners Association.

New address for BoT Marine Division (Marine Crews)

THE CHIEF EXAMINER of Engineers, the Inspector of Mercantile Marine Offices and their staffs have removed from 71/73 Southwark Street, London, S.E.1, to Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Committee of inquiry into shipping

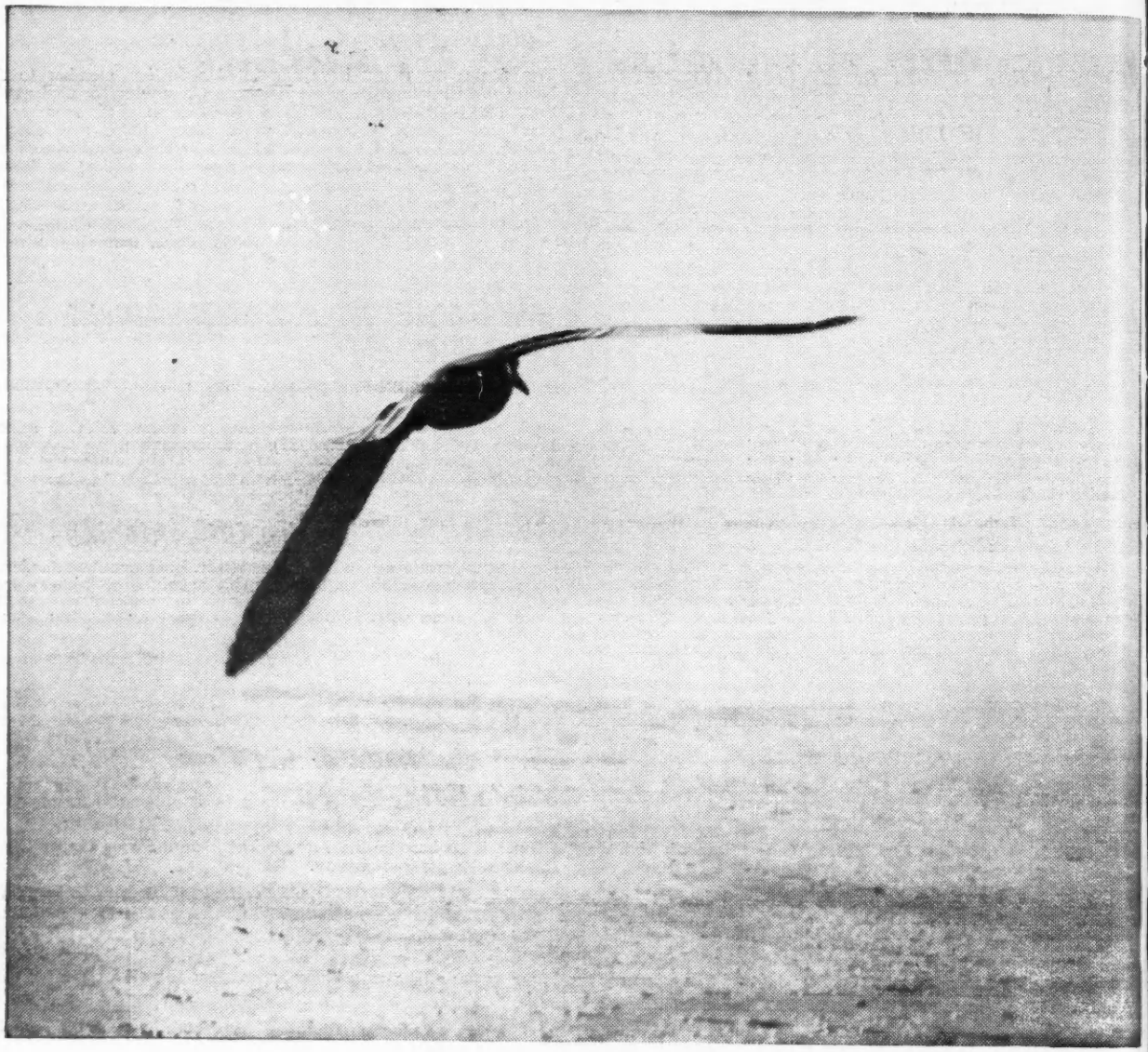
BECAUSE OF pressure of other business, Mr. L. Cannon has tendered his resignation as a member of the Committee of Inquiry into Shipping.

The Board of Trade have accepted Mr. Cannon's resignation with regret, and in his place have appointed Mr. F. Chapple, general secretary of the Electrical Trades Union, to be a member of the committee.

First chairman of the Upper Clyde shipbuilding group

THE MINISTER OF TECHNOLOGY has announced that Mr. A. E. Hepper is to become the first chairman of the new Upper Clyde shipbuilding group company.

The Board of Trade's Fire Service Training School at Stansted Airport, Essex, was used by Imperial Chemical Industries recently to stage a series of demonstrations of quelling aircraft fires with the help of BCF (Bromochlorodifluoromethane), their new fire extinguishing agent, fed through an appliance designed specially by the General Fire Appliance Company of Croydon. This was the product's first public demonstration before safety officials from industry, oil companies and civil airfields. It has already been approved for use on RAF airfields. Board of Trade airport firemen put out the staged fires.



A breath of fresh air...

The air over the sea is clear and clean.

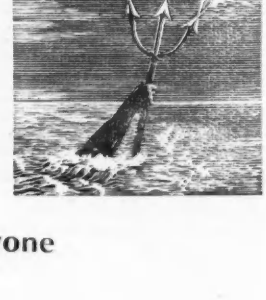
The air over our cities is not quite up to the same standard, but things are looking up.

And the sea will be making a big contribution to this improvement, because abundant supplies of High Speed Gas have been found beneath it.

High Speed Gas burns cleanly and completely—leaving no waste products.

And more and more of our domestic and industrial heating needs will be fulfilled by High Speed Gas in the future, which means the air will become clearer and clearer.

People will be healthier—buildings will be cleaner and all the birds will be in their element.



HIGH SPEED GAS...more and more heat for everyone

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Sept. 12-14	**Vehicles, miscellaneous equipment and stores.**	**Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)**

Austin 'Champs'; Land Rovers; Morris 1-ton commercial trucks; Bedford and Commer 6-ton trucks; Thames trucks; 2-wheel 10-cwt. trailers; 4-wheel 2-ton dropside trailers; Scammell breakdown trucks; AEC refuellers (diesel) 2,500 gallons; vehicles spares; machine tools including pedestal, pillar and bench drills; tool grinders; centre and capstan lathes; vertical, horizontal and thread millers; presses; pedestal tapping machines; woodworking tool grinders, etc.; ball and roller races; fire fighting equipment and spares; electrical, wireless and radar equipment; miscellaneous aircraft spares; textiles; large assortment of vehicle tyres and inner tubes of various sizes; kitchenware and other miscellaneous stores.

Sept. 21	**Miscellaneous equipment and stores including:**	**Command Ordnance Sub Depot, Reed Hall, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)**

Coventry Climax fork lift truck; ½-ton mobile generating and welding sets; ½-ton mobile electrical and machine repair shops; compressors; generators; sharpening and gulleting machines; oxy-acetylene welding sets; hand tools; binoculars; electrical test equipment; fire fighting equipment; hydraulic and screw jacks (2½, 4 and 10-ton); machine tools; motor vehicle spares; solid fuel cookers; photographic equipment; 35-ft. extending ladders; furniture; clothing and textiles including greatcoats, BD trousers and blouses, khaki drill, web packs and haversacks, blankets, 9 tons mixed rags, etc., and large quantities of other miscellaneous items.

Sept. 26 & 27	**Technical equipment and miscellaneous stores.**	**Western Command Ordnance Depot, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366.)**

Fork lift trucks; concrete mixer; lathes; grinders; drills and other machine tools; arc welding plants and mobile workshops; generators and charging sets; batteries; reception sets and wireless equipment; binoculars; theodolites; watches; compasses; copper wire (29 tons); suction hoses; fire fighting equipment; webbing haversacks and packs; white and coloured blankets; bedsteads; furniture and mattresses; pruning saws; BD blouses and trousers; berets; socks and other clothing; MT spares; jerricans; used tyres; felling axes; small tools; teleprinters; transformers; signal equipment; aircraft spares and equipment; telescopes and periscopes; scrap canvas, webbing and rags and a large collection of miscellaneous items.

Catalogues of the above sales may be obtained from the relevant auctioneers from 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALES BY TENDER

Concrete batching plant (production capability 250 cu. yds. per hour), **joint cutting and finishing machines**, Located at Cromwell By-Pass, Nr. Newark, Notts. Permission to view on presentation of Tender Form, obtainable only from Ministry of Defence, Sales 4 a ii (A), First Avenue House, High Holborn, London, W.C.1.

ELECTRONIC EQUIPMENT

Ferranti Mk. 1 computer and ancillary equipment; Pegasus 1 computer and ancillary equipment; HEC 2M computer and ancillary equipment. Permission to view on presentation of Tender Form, obtainable only from Ministry of Defence, Sales 4 c ii (A), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. October 10, 1967.

SALE OF GOVERNMENT SURPLUS STORES IN ADEN

Government surplus vehicles and general stores are available for disposal from Ministry of Defence Establishments in Aden.

Sales are normally by tender but, in suitable cases, sales by private treaty will be considered. Collection and shipping arrangements will be the responsibility of the purchasers. Firms wishing further information should write to the Senior Equipment Staff Officer, AFME British Forces Post Office 69, stating the type of stores, etc., in which they are interested.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Counsellors abroad have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2 (Tel. Holborn 3422).

Transportation Bulletin No. 7, by H. K. Bourne. July 1967. 9 pages.

Sundry Japanese Scientific and Technical Journals in European Languages. A Sixth List. 1 – Mathematics. 2 – Mathematics and natural science. By C. R. S. Manders. 17 pages. *Japan 72.* A large proportion of Japanese journals in the fields of mathematics and natural science contain papers in European languages, mainly English. This report lists a total of 112 journals which either carry papers in English or contain abstracts or summaries in English. All are now held by the National Lending Library for Science and Technology, Boston Spa, Yorkshire.

Testing and Evaluation of Electronic Information Handling Systems, by H. K. Bourne. 12 pages. *UKSM report no. 67/29.* With the growing number, size and cost of electronic information handling sytems, there is an increasing need to be able to evaluate their performance. Very few evaluations have been made so far. Such evaluation will, no doubt, show that the performance of some of the existing systems is less than that which their enthusiastic owners or users would like to believe. This report discusses some of the problems in the testing and evaluation of such systems.

Some Applications of Remote Sensing of the Environment, by H. K. Bourne. 10 pages. *UKSM report no.* 67/30. Remote sensing of the environment, using several regions of the spectrum, such as colour photography, infra-red photography, side looking radar and infra-red scanning provides more information than that obtainable by using only one part of the spectrum. Applications of these methods of imagery performed by instruments carried in aircraft or satellites, show considerable promise and these new tools open up many possibilities.

Some Notes on Peaking Power and Power Station Control, by H. K. Bourne. 6 pages. *UKSM report no. 67/31.* With the growing concern to preserve the continuity of electric supply, peaking and emergency power units are becoming increasingly important. The growth of computer and other special loads which are sensitive to fluctuations or interruptions in the supply, has introduced the new problem of providing continuous supplies which remain uninterrupted for even a fraction of a second. Some solutions to these problems are described in this report.

Tokyo Newsletter No. 8, 1967. This newsletter covers March-April 1967. 17 pages.

Washington Newsletter, September 1967. 6 pages.

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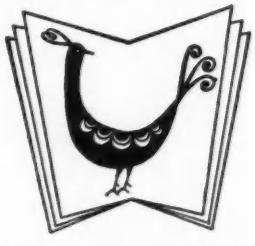

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	134	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	131	132	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967															
1st quarter	133	132	167	161	129	109	164	128	163	189	178	+ 39	+ 3	— 8	+14
2nd quarter		132*				109		125*	178*				— 1*	—12*	+14
1967															
January		132				109									
February		132				109									
March		133				110									
April		132*				109									
May		131*				108									
June		132*				110									
July						110									

	ORDERS		PRICES AND COSTS					LABOUR					BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—395
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—118
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965													
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	— 2
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 45
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—105
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 51
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+142
1967													
1st quarter	148	104*	139·3	+3·6	112·0	133·6	171·4	458	188		164	166	+ 41
2nd quarter	148*	108*	140·5	+2·6	110·0*	133·6*	172·8	508	168		167	160	
1967													
January	152	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	150	106*	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	148	104*	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148*	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148*	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148*	108*	140·9	+2·4	109·6*	133·5*	173·2	524	162		164	154	
July			140·1	+2·3	109·4*	134·2*	176·3	543	155		157	163	
August								559*	155				

*Provisional. †Not seasonally adjusted.

Industry's capital expenditure in the second quarter of 1967

PROVISIONAL ESTIMATES

PROVISIONAL ESTIMATES show that industry's capital expenditure increased from £574 million (at 1958 prices, seasonally adjusted) to £595 million, an increase of approximately 4 per cent between the first and second quarters of 1967. Within this overall total there were divergent movements: investment in the manufacturing sector continued its downward trend while investment in the distributive and service industries increased from £279 million to £307 million partly because of a sharp increase in the expenditure of the shipping industry which is always subject to irregular movements.

In manufacturing industries the fall was the result of lower investment in new building work and plant and machinery while investment in vehicles increased marginally. A substantial increase in investment was indicated in the mineral oil refining industry.

The sharp increase in shipping companies' investment appears to reflect special factors in the recording of some progress payments rather than any real increase in the current level of investment which has been running at higher levels than in recent quarters.

The increased investment in distributive and service industries (excluding shipping) was the result of increased spending on all assets, particularly on plant and machinery. Investment rose by £17 million between the first and second quarters. The increase occurred very largely in the 'other industries' sector where the panel of reporting companies has a smaller coverage than elsewhere; the increase should therefore be regarded with some caution and not be taken to indicate a reversal of the downward trend which this series has shown for a little time.

These figures are subject to revision because of late returns and revised estimates will be published in the *Board of Trade Journal* next month.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

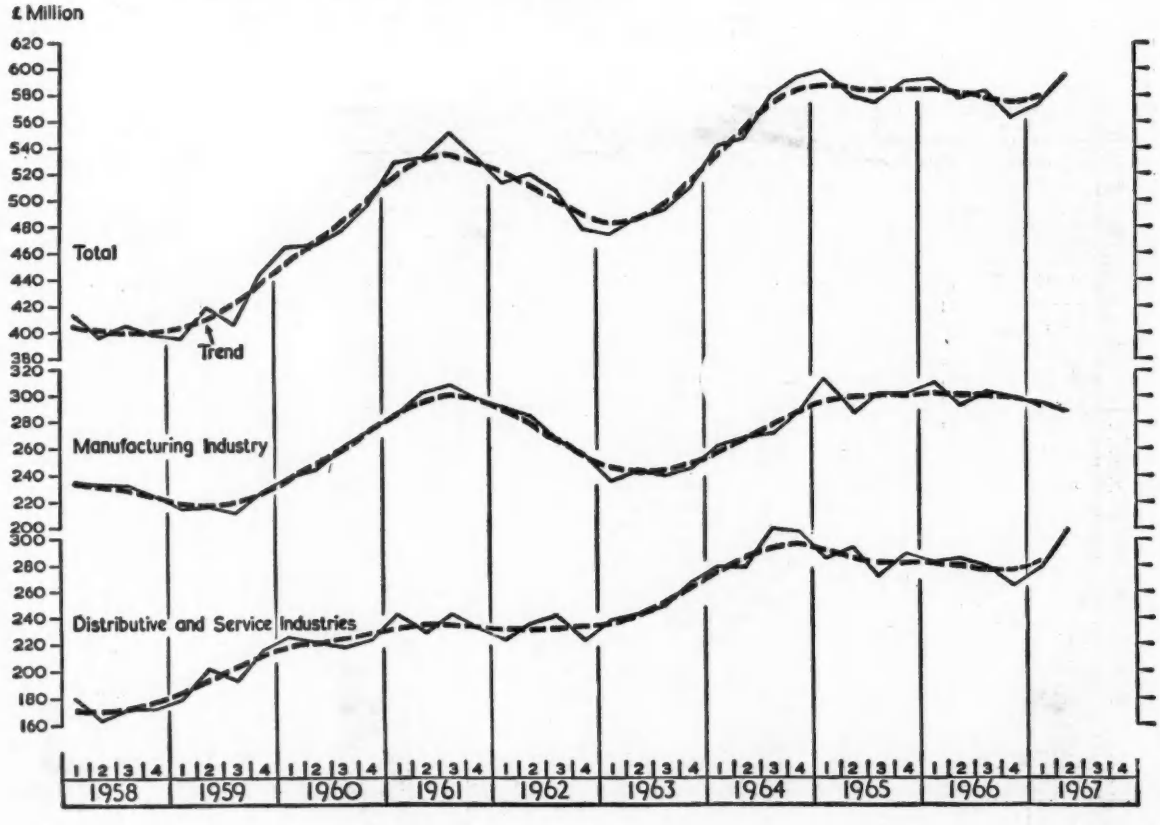


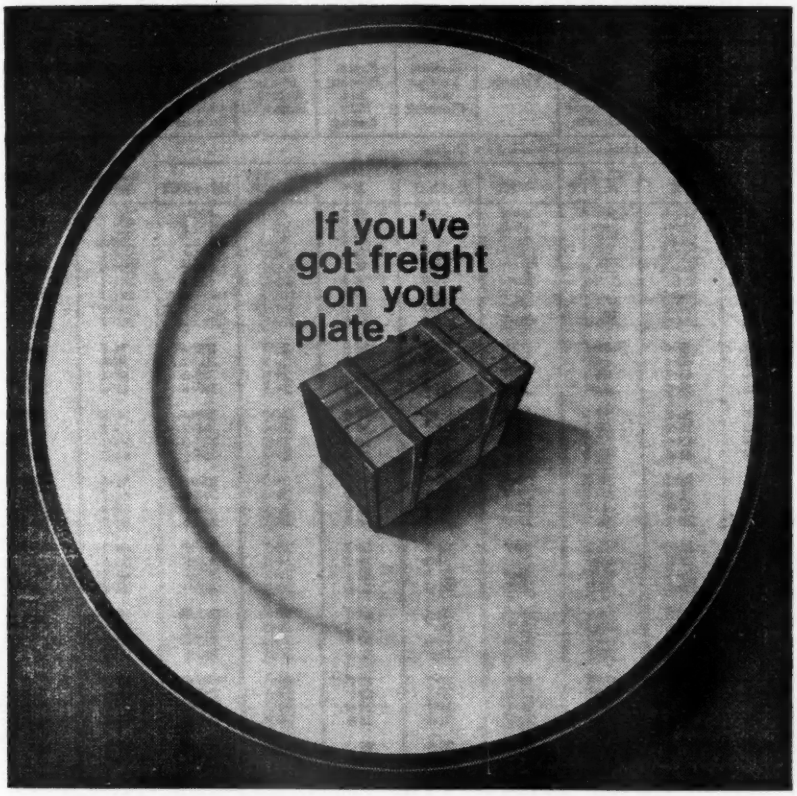
Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted [a]

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	890	1,906	547	456	903
1961	1,195	948	2,143	648	435	1,060
1962	1,098	923	2,021	646	386	990
1963	964	992	1,956	595	427	935
1964	1,092	1,171	2,263	677	524	1,062
1965	1,203	1,140	2,343	706	496	1,141
1966	1,205	1,112	2,317	652	531	1,135
1961 1st quarter	286	242	528	154	118	256
2nd quarter	302	230	532	163	104	265
3rd quarter	308	243	551	163	114	274
4th quarter	299	233	532	168	99	265
1962 1st quarter	291	223	514	163	96	255
2nd quarter	284	234	518	164	101	253
3rd quarter	267	241	508	170	95	243
3rd quarter	256	225	481	149	94	239
1963 1st quarter	235	237	472	143	100	228
2nd quarter	244	239	483	149	102	233
3rd quarter	240	249	489	148	107	235
4th quarter	245	267	512	155	118	239
1964 1st quarter	262	279	541	157	126	258
2nd quarter	269	279	548	163	124	261
3rd quarter	272	308	580	176	139	265
4th quarter	289	305	594	181	135	278
1965 1st quarter	312	286	598	188	118	292
2nd quarter	287	293	580	177	130	275
3rd quarter	302	272	574	172	118	284
4th quarter	302	289	591	169	130	292
1966 1st quarter	310	283	592	169	130	293
2nd quarter	293	285	578	160	137	282
3rd quarter	303	280	583	159	139	285
4th quarter	299	265	564	164	125	275
1967 1st quarter	295	279	574	156	134	284
2nd quarter	288	307	595	158	149	289

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small ; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.



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Manufacturing industry's fixed capital expenditure, by asset, at 1958 prices seasonally adjusted

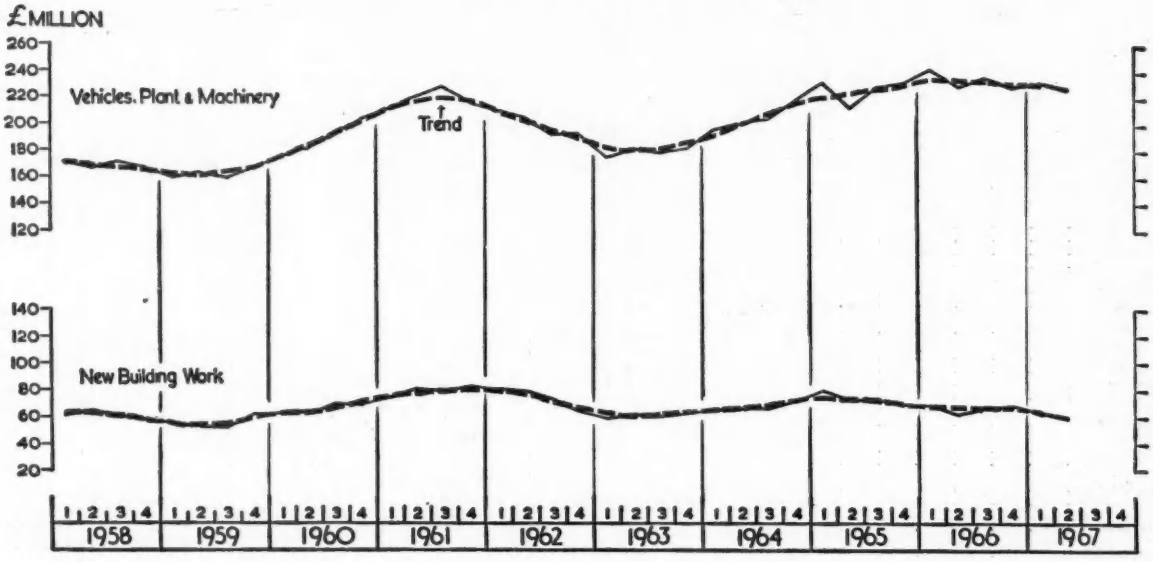

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted [a], [b], [d]

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, and Allied Industries	Metal Manufacture	Engineering Shipbuilding, and metal Goods	Vehicles	Textiles, Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	141·0	39·8	207·4	111·0	270·1	90·1	114·2	82·2	149·3	1,205·1	267·7	114·8	822·6
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	36·9	7·8	56·4	27·5	67·8	25·5	29·2	19·3	40·0	310·4	68·6	29·3	212·5
2nd quarter	34·4	9·1	48·4	25·7	68·5	22·9	30·5	19·8	33·5	292·8	62·6	30·6	199·6
3rd quarter	35·0	11·8	51·2	28·4	67·9	20·1	28·1	20·0	40·9	303·4	67·3	28·6	207·5
4th quarter	34·7	11·1	51·4	29·4	65·9	21·6	26·4	23·1	34·9	298·5	69·2	26·3	203·0
1967 1st quarter	41·3	14·2	42·3	29·6	65·3	23·8	25·9	18·2	34·6	295·2	62·9	26·0	206·3
2nd quarter										288·3	60·1	27·5	200·7

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a), (c) (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES				New Building Work	Vehicles	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI, Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	457	732	284	222	226
1961	126	105	195	522	822	330	237	255
1962	104	116	187	515	820	347	221	252
1963	85	126	204	577	907	351	266	291
1964	124	145	232	670	1,047	405	308	335
1965	93	153	215	679	1,047	411	306	333
1966	91	160	189	672	1,021	384	325	313
1961 1st quarter	39	28	44	131	203	80	60	63
2nd quarter	27	27	47	129	203	82	58	63
3rd quarter	31	26	52	134	212	83	65	64
4th quarter	29	24	52	128	204	85	54	65
1962 1st quarter	26	25	52	120	197	83	53	61
2nd quarter	33	27	48	126	201	85	53	63
3rd quarter	22	33	46	140	219	96	58	65
4th quarter	23	31	41	129	202	83	57	63
1963 1st quarter	23	29	52	133	214	85	61	68
2nd quarter	18	32	47	142	221	87	65	69
3rd quarter	22	31	51	145	227	87	65	76
4th quarter	22	34	54	157	245	92	75	78
1964 1st quarter	28	35	57	159	251	91	76	85
2nd quarter	27	34	60	158	252	96	74	82
3rd quarter	37	36	58	177	271	109	79	83
4th quarter	32	40	57	176	273	109	79	85
1965 1st quarter	15	41	56	174	271	108	79	86
2nd quarter	30	38	54	171	263	105	76	82
3rd quarter	22	38	53	159	250	99	73	78
4th quarter	26	36	52	175	263	99	78	87
1966 1st quarter	23	40	50	170	260	100	78	81
2nd quarter	23	43	46	173	262	97	84	82
3rd quarter	27	41	46	166	253	92	83	78
4th quarter	19	36	47	163	246	95	80	72
1967 1st quarter	33	42	45	160	247	93	75	78
2nd quarter	43				264	98	79	88

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	9222	688	1,610
1959	867	782	1,649
1960	1,021	880	1,901
1961	1,239	953	2,192
1962	1,168	951	2,119
1963	1,044	1,024	2,068
1964	1,216	1,221	2,437
1965	1,401	1,228	2,629
1966	1,456	1,224	2,680
1961 1st quarter	273	237	510
2nd quarter	304	227	531
3rd quarter	331	235	566
4th quarter	331	254	585
1962 1st quarter	286	224	510
2nd quarter	294	238	532
3rd quarter	290	241	531
4th quarter	298	248	546
1963 1st quarter	237	241	478
2nd quarter	260	242	502
3rd quarter	261	250	511
4th quarter	286	291	577
1964 1st quarter	268	282	550
2nd quarter	295	287	582
3rd quarter	303	308	611
4th quarter	350	344	694
1965 1st quarter	333	299	632
2nd quarter	329	308	637
3rd quarter	352	282	634
4th quarter	387	339	726
1966 1st quarter	347	303	650
2nd quarter	346	306	652
3rd quarter	366	295	661
4th quarter	397	320	717
1967 1st quarter	337	303	640
2nd quarter	343	328	671

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Port Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis, but when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.SO2) 49421, Ext. 316 for Imports and Re-exports, Ext. 314 for Exports, telex 9912 CUSEX Southend).

Industry's stocks in the second quarter of 1967

PROVISIONAL ESTIMATES

PROVISIONAL ESTIMATES show no change in the level of industry's stockholding between the end of the first and second quarters of 1967. An increase in retailers' stocks of £14 million, at 1958 prices, seasonally adjusted, was balanced by a comparable fall in wholesalers' stocks, while manufacturing industry, as in the first quarter of the year, showed an unchanged stocks' total.

Within the overall picture of no change in manufacturing industry's stocks, small falls in work in progress and in stocks of materials and fuel were cancelled by an increase in stocks of finished goods; this was a reversal of the movement in the first quarter's figures, giving a net result for the first half year of little change in the stocks of any of the three assets.

Industry group information, with any revision of estimates of changes of stocks in the second quarter, taking account of late returns, will be published in the *Board of Trade Journal* next month.

Changes in industry's stocks at 1958 prices seasonally adjusted

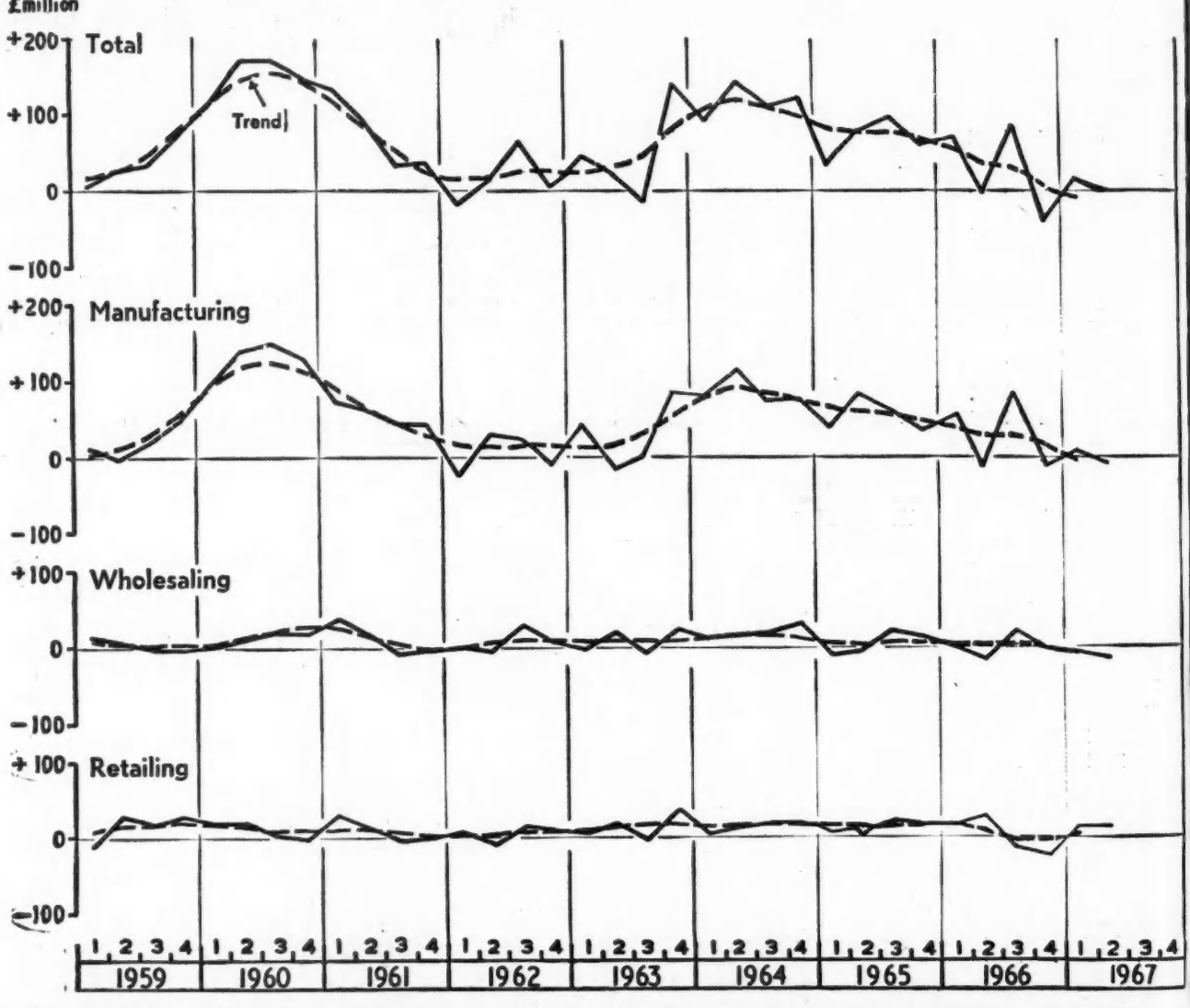

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Table 1—Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1966	6,507	1,039	1,182	8,728
1960	+514	+48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+22	+14	+ 58
1963	+113	+29	+55	+197
1964	+354	+72	+47	+473
1965	+217	+19	+43	+279
1966	+112	+ 3	+ 6	+121
1960 1st quarter	+ 95	N/C	+18	+113
2nd quarter	+141	+11	+18	+170
3rd quarter	+148	+19	+ 2	+169
4th quarter	+130	+18	— 1	+147
1961 1st quarter	+ 72	+35	+25	+132
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 41	— 7	— 2	+ 32
1962 1st quarter	— 24	N/C	+ 5	— 19
2nd quarter	+ 29	— 7	—10	+ 12
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	+ 3	+ 8	+ 2
1963 1st quarter	+ 43	— 1	+ 3	+ 45
2nd quarter	— 14	+19	+18	+ 23
3rd quarter	N/C	— 9	— 1	— 10
4th quarter	+ 84	+20	+35	+139
1964 1st quarter	+ 80	+10	+ 3	+ 93
2nd quarter	+118	+13	+12	+143
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 78	+30	+15	+123
1965 1st quarter	+ 39	—10	+ 9	+ 38
2nd quarter	+ 82	— 5	+ 3	+ 80
3rd quarter	+ 61	+21	+17	+ 99
4th quarter	+ 35	+13	+14	+ 62
1966 1st quarter	+ 53	N/C	+19	+ 72
2nd quarter	— 11	—15	+26	N/C
3rd quarter	+ 84	+20	—15	+ 89
4th quarter	— 13	— 1	—24	— 38
1967 1st quarter	+ 3	— 8	+14	+ 9
2nd quarter	— 1	—12	+14	+ 1

Ferrymasters Ltd., international hauliers with headquarters at Felixstowe Dock, Suffolk, have formed a new company, Ferrymasters OY, in Helsinki. This company is being equipped with a fleet of British built 32-ton vehicles, which are now being shipped over to commence the service. The Finnish company will further expand Ferrymasters' European transport network, which already operates through associated companies and branch offices in Gothenburg, Esbjerg, Düsseldorf, Frankfurt, Rotterdam, Antwerp, Paris, Rouen and depots throughout the United Kingdom. Ferrymasters are one of the largest transporters of containerized freight on the United Kingdom/Scandinavian and United Kingdom/Continental routes. This further development in Helsinki will provide a rapid door-to-door transport link for the expanding Finnish trade. The picture shows the first Ferrymasters' vehicle to be shipped to Helsinki.

Table 2—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a)(b)(f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals, and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1966	851	578	489	3,220	693	675	6,507	2,276	2,418	1,812
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 1	+20	—18	+ 65	+23	+22	+112	— 31	+ 32	+111
1960 1st quarter	+12	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+21	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+14	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+11	+ 8	— 6	+ 20	+ 3	+16	+ 53	+ 9	+ 23	+ 21
2nd quarter	— 3	+ 8	—20	— 1	+ 1	+ 5	— 11	— 31	— 1	+ 22
3rd quarter	— 7	+ 6	+24	+ 38	+16	+ 6	+ 84	+ 30	+ 6	+ 48
4th quarter	N/C	— 2	—15	+ 7	+ 3	— 5	— 13	— 38	+ 5	+ 29
1967 1st quarter	+ 7	+ 5	— 6	+ 10	—13	+ 1	+ 3	+ 11	+ 12	— 19
2nd quarter							— 1	— 17	— 19	+ 35

Table 3—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a][f]

£ million

S.I.C. M.L.H.		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
810	General wholesale distributors 1960	— 1	+10	+15	+ 2	+26	
	1961	+28	+10	— 2	—10	+26	
	1962	— 6	—11	+16	+ 5	+ 4	
	1963	— 2	+12	—11	+14	+13	
	1964	+ 1	+ 7	+10	+27	+45	
	1965	— 9	— 1	+17	+ 5	+12	
	1966	+ 5	— 9	+24	— 5	+15	689
	1967	—12					
831	Dealers in coal, builders' materials, etc. . . 1960	N/C	+ 1	N/C	+ 3	+ 4	
	1961	+ 1	+ 1	— 1	— 1	N/C	
	1962	+ 1	N/C	+ 2	+ 1	+ 4	
	1963	+ 3	+ 2	— 3	+ 3	+ 5	
	1964	+ 3	N/C	+ 5	— 2	+ 6	
	1965	— 4	— 2	+ 1	+ 3	— 2	
	1966	— 1	N/C	— 4	— 1	— 6	88
	1967	— 1					
832	Dealers in industrial materials and machinery . 1960	+ 1	N/C	+ 4	+13	+18	
	1961	+ 6	+ 6	— 6	+ 4	+10	
	1962	+ 5	+ 4	+ 8	— 3	+14	
	1963	— 2	+ 5	+ 5	+ 3	+11	
	1964	+ 6	+ 6	+ 4	+ 5	+21	
	1965	+ 3	— 2	+ 3	+ 5	+ 9	
	1966	— 4	— 6	N/C	+ 4	— 6	262
	1967	+ 5					
	Total wholesalers 1960	N/C	+11	+19	+18	+48	
	1961	+35	+17	— 9	— 7	+36	
	1962	N/C	— 7	+26	+ 3	+22	
	1963	— 1	+19	— 9	+20	+29	
	1964	+10	+13	+19	+30	+72	
	1965	—10	— 5	+21	+13	+19	
	1966	N/C	—15	+20	— 1	+ 3	1,039
	1967	— 8	—12				

Table 4—Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

	1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
Manufacturing (b) 1960	+125	+178	+127	+161	+591	
1961	+110	+102	+ 46	+ 54	+312	
1962	+ 9	+ 28	+ 12	+ 29	+ 78	
1963	+ 69	+ 4	+ 16	+161	+250	
1964	+138	+185	+116	+154	+593	
1965	+124	+153	+108	+105	+489	
1966	+162	+137	+ 59	— 15	+343	7,702
1967	— 3	— 4				
Wholesaling (c) 1960	+ 7	+ 18	+ 52	— 22	+ 55	
1961	+ 44	+ 20	+ 15	— 36	+ 43	
1962	+ 6	+ 5	+ 40	— 19	+ 32	
1963	— 6	+ 23	+ 23	+ 8	+ 48	
1964	+ 14	+ 30	+ 62	+ 18	+124	
1965	— 1	+ 9	+ 54	— 14	+ 48	
1966	+ 8	+ 1	+ 43	— 33	+ 20	1,189
1967	— 19	— 10				
Retailing (d) 1960	+ 68	+ 15	— 19	— 20	+ 44	
1961	+ 69	+ 36	— 10	— 34	+ 61	
1962	+ 60	— 1	— 1	— 13	+ 45	
1963	+ 56	— 6	— 13	+ 26	+ 63	
1964	+ 55	+ 13	+ 7	+ 15	+ 50	
1965	+ 69	— 5	+ 2	N/C	+ 66	
1966	+ 81	+ 25	— 23	— 39	+ 44	1,362
1967	+ 66	+ 7				
Total (e) 1960	+200	+211	+160	+119	+690	
1961	+223	+158	+ 51	— 16	+416	
1962	+ 75	+ 32	+ 51	— 3	+155	
1963	+119	+ 21	+ 26	+195	+361	
1964	+207	+228	+185	+187	+807	
1965	+192	+157	+164	+ 90	+603	
1966	+251	+163	+ 79	— 86	+407	10,254
1967	+ 44	— 7				

Notes relating to Tables 1-4

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Headings 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in the quarterly seasonal adjustments.

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Table 5 **The relationship of manufacturers' stocks to manufacturing production**

Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	137	97·5
	2	133	135	98·5
	3	135	136	99·4
	4	134	132	102·1
1967	1	135	133	101·1
	2	134	132	102·1
	3			
	4			

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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Retail sales in July

FOR THE three months ended July the volume of retail sales after seasonal adjustment, was about the same as during the previous three months, confirming the fairly level underlying trend, in which the volume of sales of both food shops and non-food shops shared.

For July itself the seasonally adjusted index of the volume of retail sales was 110 (1961 = 100), the same as in June, and one point higher than the average of the first six months of the year.

The trend in the value of sales at current prices was not markedly different from the trend in the volume of sales: in July itself the seasonally adjusted index of the value of retail sales was 127 (1961 = 100), much the same as the average for the second quarter of the year.

Clothing and footwear shops

The value of sales of clothing and footwear shops in July was, when seasonally adjusted, at much the same level as in the first half of 1967 taken as a whole, although there have been considerable month-to-month variations during this period. Sales of all clothing and footwear shops taken together were much the same in July 1967 as in July 1966, which was in line with the average experience of recent months, when decreases as compared with a year earlier in April and May were followed by an increase in June. In none of the three component series, footwear shops, menswear shops, or women's wear and drapery shops was the improvement shown in June as compared with a year earlier carried into July.

Prices of clothing and footwear in July were about 1 per cent higher than a year earlier.

Durable goods shops

The seasonally adjusted index of the value of sales of durable goods shops for the three months ended July 1967 showed no significant change from its level in the earlier part of the year. For the month of July the seasonally adjusted index was somewhat higher than in June. On an unadjusted basis sales of durable goods shops were 1 per cent below those of July 1966; prices are estimated to have increased by a little over 2 per cent over the last year so that the volume of sales has fallen. The experience of most sections in this group of shops was similar to that in recent months. Sales of furniture shops were 7 per cent lower than in July 1966; electricity showrooms and gas showrooms continued to show improved sales; the receipts of rental specialists continued to increase; and radio and electrical goods shops with a rise of 3 per cent in sales compared with July 1966, following a similar rise in June, appeared to show some improvement over their experience earlier this year.

Other non-food shops

The seasonally adjusted index of the value of sales of this substantial group of shops in July was no different from the index for the second quarter of 1967. Mail order businesses had an increase of 4 per cent in July, marginally less than earlier this year. Department stores' sales showed a fall of 1 per cent as compared with July 1966. Elsewhere experience in July as compared with a year earlier was not much different from the average experience in the second quarter when compared with the corresponding period of the previous year.

Table 1. Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.

(i) At current prices.

1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1966 2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1967 1st quarter	128	126	129	122	120	135
2nd quarter	127	127	126	118	121	133
1966 June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134
September	124	125	123	117	116	128
October	125	125	124	116	119	132
November	126	126	126	123	117	131
December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133
February	127	126	128	121	121	135
March	128	128	129	123	116	136
April	126	126	126	114	124	133
May	126	128	124	113	120	131
June	128	126	129	124	121	133
July	127	127	128	120	124	133

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1966 2nd quarter	110	106	113
3rd quarter	109	106	111
4th quarter	109	106	110
1967 1st quarter	109	106	112
2nd quarter	109	106	111
1966 June	109	105	113
July	110	106	113
August	109	106	113
September	107	106	109
October	108	106	109
November	109	106	111
December	109	107	110
1967 January	109	105	112
February	109	106	112
March	110	107	112
April	109	106	111
May	108	107	109
June	110	106	113
July	110	107	112

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(b) Including department stores and mail order businesses.

Table 2. Analysis by form of organization

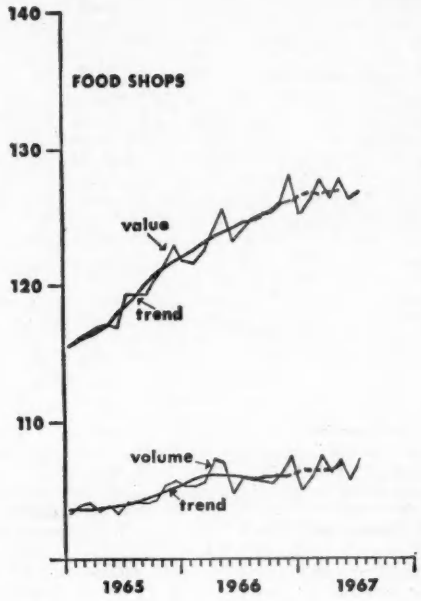
July – Index numbers of values of sales per week, and percentage changes on a year earlier (a)

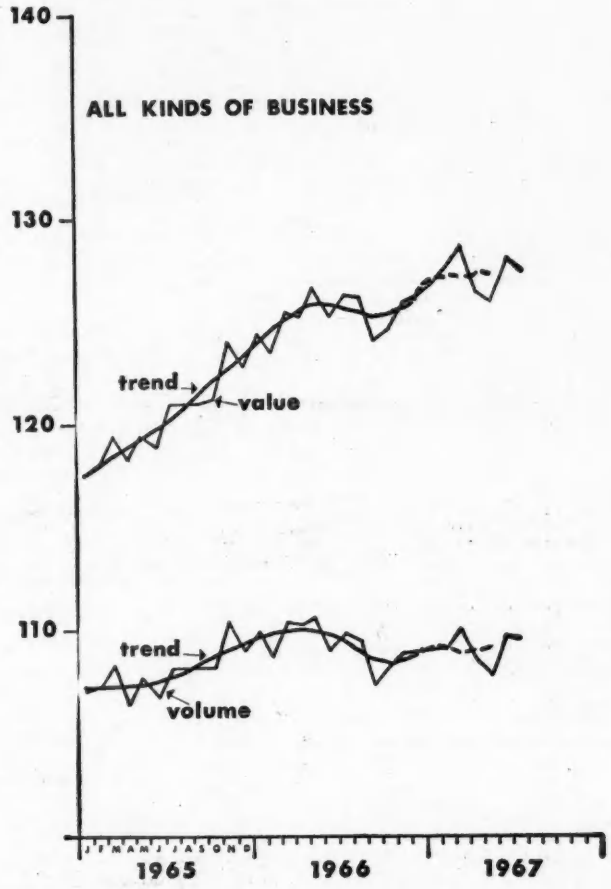
1961 = 100

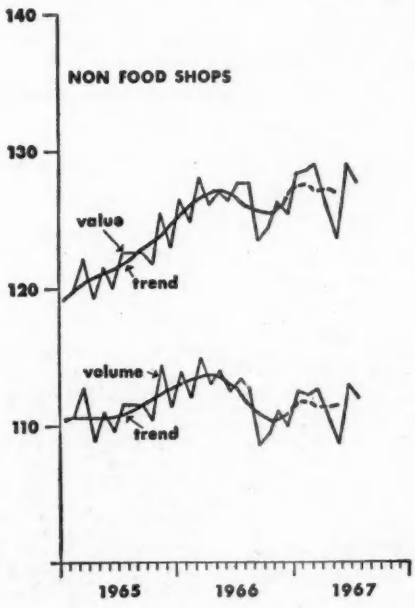
	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	126	+ 1	121	Nil	143	+ 3	99	—3
FOOD SHOPS (h)	125	+ 2	121	+1	155	+ 6	98	—2
Grocers	126	+ 3 (f)	119	+1	165	+ 8	94	—3 (f)
Butchers	110	— 2	..	..	..	..	..	..
Greengrocers, fruiterers	129	+ 3	130	+3	145	+10	84	—4
Fishmongers, poulterers	116	— 2	..	..	..	..	..	..
Bread and flour confectioners	136	+ 3 (g)	131	+4	144	+ 2	..	..
Off-licences	135	+ 1	126	+1	143	+ 1	..	..
Dairymen	140	+ 5	..	..	..	..	123	+6
NON-FOOD SHOPS	127	Nil	..	..	..	..	..	..
Clothing and footwear shops	120	Nil	113	—1	132	+ 1	98	—6
Footwear shops	119	+ 1	115	—3	125	+ 4	88	—7
Men's and boys' wear shops	124	+ 1	119	+1	132	+ 1	105	—5
Women's, girls' and infants' wear, drapery and general clothing shops	119	— 1	111	—1	134	+ 1	99	—7
Large (c)	—		123	—2	—		—	
Medium (c)	—		118	—1	—		—	
Small (c)	—		105	—1	—		—	
Durable goods shops	124	— 1	114	—4	147	+ 4	109	—7
Furniture shops	118	— 7	119	—6	115	—10	—	
Large (c)	—		120	—9	—		—	
Medium and small (c)	—		119	—5	—		—	
Other durable goods shops	132	+ 5	107	Nil	159	+ 9	—	
Electricity showrooms	141	+11	—		141	+11	—	
Gas showrooms	198	+ 4	—		198	+ 4	—	
Radio and television rental specialists	..		..		183	+ 6	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	110	+ 3	—		—		—	
Miscellaneous non-food shops (b)	129	+ 1	..		..		..	
Confectioners, tobacconists, newsagents	134	+ 2	132	+2	151	+ 2	—	
Booksellers, stationers	..		133	+5	..		—	
Chemists, photographic goods dealers (d)	139	+ 2	132	+1	152	+ 5	115	+1
Jewellers	121	— 6	122	—5	117	— 7	—	
Leather goods, sports goods, toys and fancy goods shops	123	— 2	..		..		—	
Ironmongers and hardware shops	118	+ 1	117	Nil	124	+10	—	
Other miscellaneous non-food shops	—		116	+2	—		—	
Department stores	133	— 1	—		—		—	
Mail order businesses	154	+ 4	—		—		—	

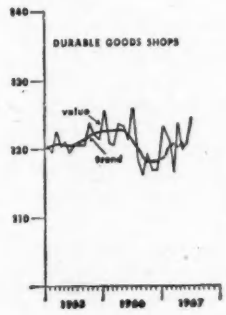
*Rental specialists are no longer included in this kind of business.

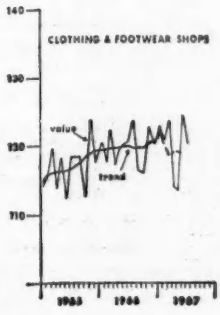
RETAIL TRADE











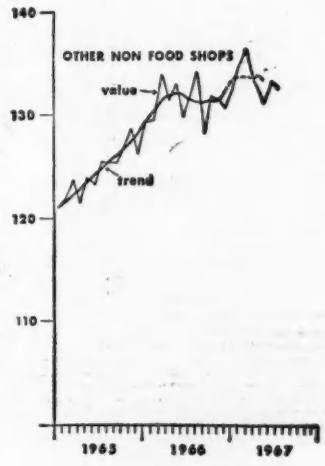


Table 3. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 1

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (*h*) (£4,154)				Non-food shops: Total (£4,986)			
	Value		Volume*		Value		Volume*		Value		Volume*	
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3
1966 Year	125	+4	109	+1	124	+5	106	+2	126	+3	112	+1
1965 3rd quarter	117	+6	105	+2	117	+5	102	+1	118	+6	107	+3
4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	107	Nil
4th quarter	142	+3	123	Nil	132	+4	112	+1	150	+2	132	—2
1967 1st quarter	118	+3	101	Nil	124	+4	104	+1	113	+2	99	—1
2nd quarter	123	+1	105	—1	126	+2	105	Nil	121	Nil	106	—2
1967 May	124	—1	106	—2	127	+2	106	Nil	122	—2	107	—4
June	123	+2	105	+1	125	+2	103	+1	122	+2	107	+1
July	126	+1	109	Nil	125	+2	105	+1	127	Nil	112	—1
1967 Year to date†		+2		—1		+3		Nil		+1		—1

(Sales in 1961 £ million)	Non-food shops: Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order business (£227)	
	Value		Value		Value		Value		Value	
1964 Year	110	+4	116	+7	114	+6	113	+5	142	+
1965 Year	117	+6	121	+4	122	+7	118	+4	165	+
1966 Year	120	+2	120	—1	128	+5	120	+2	184	+
1965 3rd quarter	112	+7	118	+3	120	+6	113	+5	148	+
4th quarter	146	+4	140	+3	145	+6	151	+3	219	+
1966 1st quarter	99	+4	116	+1	113	+7	105	+5	162	+
2nd quarter	118	+3	114	+2	122	+6	111	+3	176	+
3rd quarter	114	+1	117	—1	126	+5	114	+1	160	+
4th quarter	148	+2	135	—4	150	+3	150	Nil	237	+
1967 1st quarter	101	+2	114	—2	116	+3	105	+1	170	+
2nd quarter	116	—1	113	—1	122	+1	111	Nil	186	+
1967 May	120	—5	113	—2	121	—1	114	—1	194	—
June	120	+3	112	Nil	124	+2	110	+3	180	+
July	120	Nil	124	—1	129	+1	133	—1	154	+
1967 Year to date†		Nil		—1		+1		Nil		+

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops: Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (*g*) (£191)		Off-licences (£139)		Dairymen (£367)		Clothing and footwear shops: Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+
1966 Year	125	+5	116	+3	113	+6	120	+1	132	+4	146	+ 8	132	+5	117	+2	120	+3	120	+
1965 3rd quarter	117	+5	109	+4	109	+4	117	+2	127	+6	116	+ 8	127	+7	112	+4	112	+7	112	+
4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+5	99	+
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+4	116	+
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+2	114	+
4th quarter	133	+4	124	+3	106	+6	124	—1	137	+4	218	+ 5	136	+2	139	+2	143	Nil	152	+
1967 1st quarter	125	+4	119	+2	109	+4	120	+2	132	+4	128	+ 7	135	+3	94	+3	105	Nil	101	+
2nd quarter	127	+2	114	+2	125	—2	119	—3	135	+3	127	+ 4	139	+5	118	—3	116	—3	116	+
1967 May	127	+2	116	+2	124	—3	117	—3	139	+4	128	+ 6	139	+4	122	—8	119	—6	119	—
June	125	+2	109	+2	132	—1	121	—1	129	+4	127	+ 6	138	+5	123	+3	119	+1	119	+
July	126	+3	110	—2	129	+3	116	—2	136	+3	135	+ 1	140	+5	119	+1	124	+1	119	+
1967 Year to date†		+3		+1		+1		—1		+3		+ 5		+4		Nil		—1		+

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)		Electricity showrooms (£55)		Gas showrooms (£49)		Radio and television rental specialists (£62)		Radio and electrical goods, etc., shops (*e*)(§) (£310)		Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (*d*) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (£661)	
1964 Year	111	+8	128	+ 8	165	+21	147	+10	107	+1	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	+
1965 Year	117	+5	124	— 3	195	+18	160	+ 9	107	Nil	122	+8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+
1966 Year	116	—2	119	— 4	187	— 4	173	+ 8	107	Nil	130	+6	144	+ 9	127	+6	130	+ 3	130	+ 6	119	+4	121	+
1965 3rd quarter	115	+4	117	—12	202	+19	157	+ 9	101	Nil	124	+8	121	+ 8	122	+3	120	+ 5	125	+ 7	112	+4	108	+
4th quarter	135	+4	137	— 9	212	+ 6	164	+ 8	131	+2	136	+8	180	+11	143	+5	184	+ 6	179	+10	127	+4	126	+
1966 1st quarter	109	+2	109	—14	177	— 7	182	+12	104	+2	122	+9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	N
2nd quarter	114	+1	113	— 4	173	— 1	169	+ 8	96	+3	125	+7	121	+ 9	121	+6	109	+ 6	109	+ 6	117	+4	127	-
3rd quarter	114	—1	117	Nil	190	— 6	169	+ 8	101	Nil	131	+6	132	+ 9	129	+6	125	+ 4	133	+ 6	117	+5	113	-
4th quarter	126	—7	137	Nil	207	— 3	171	+ 4	128	—2	142	+4	191	+ 6	149	+4	185	Nil	186	+ 4	131	+3	130	+
1967 1st quarter	103	—5	117	+ 8	186	+ 5	191	+ 5	102	—1	126	+4	140	+ 4	110	+1	103	+ 1	93	+ 3	113	+2	118	+
2nd quarter	108	—5	124	+10	185	+ 7	178	+ 6	97	+1	127	+1	127	+ 5	122	+1	108	— 1	107	— 2	117	Nil	128	+
1967 May	110	—7	132	+ 7	187	+ 4	161	+ 5	94	Nil	125	+2	126	+ 3	119	—2	107	— 1	107	— 2	117	—2	128	-
June	110	—5	117	+ 5	177	+ 9	189	+ 4	94	+3	128	+3	125	+ 7	132	+3	112	Nil	108	Nil	114	Nil	125	-
July	118	—7	141	+11	198	+ 4	183	+ 6	110	+3	134	+2	133	+ 5	139	+2	121	— 6	123	— 2	118	+1	116	+
1967 Year to date†		—5		+ 9		+ 6		+ 5		Nil		+2		+ 5		+1		— 1		Nil		+1		+

*Average 1961 prices. ‡Independent retailers only. †January-July. §Rental specialists are no longer included in this kind of business.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by July 1967 sales was the four weeks from July 2, 1967, to July 29, 1967, the corresponding period in 1966 was from July 3, 1966, to July 30, 1966. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

3rd EXPORT SERVICES EXHIBITION

SEPTEMBER 11–15

National Hall, Olympia

The Rt. Hon. George Woodcock, CBE, PC, General Secretary of the Trades Union Congress will officially open the 3rd Export Services Exhibition at 11 a.m. on September 11 at the National Hall, Olympia, London.

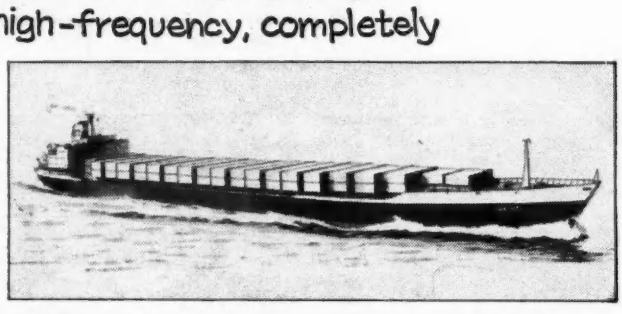
The exhibition aims to show the would-be exporter the variety of services and facilities which now form the export services industry and are there to help businessmen expand their trade overseas.

Exhibitors include docks and harbours, road, rail, sea and air transport, packaging, banking and finance, shipping and forwarding agents and so on. A big feature of this exhibition is the originality of the stands and the galaxy of scale models of docks, ships, trains, aircraft and goods handling equipment.

In place of a conference there will be daily showings of exhibitors' films in the Exhibition Cinema.

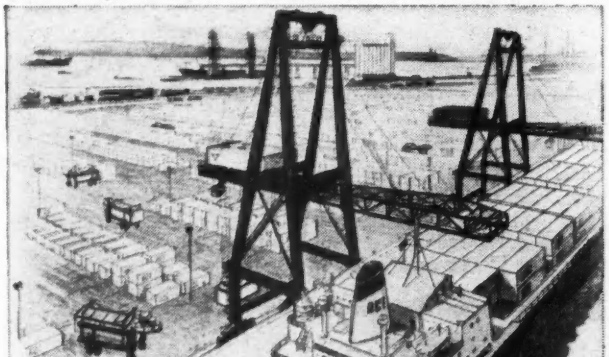
Want to hear something new- about containerisation? Nothing left to say about it? There's plenty. Because the IMPORTANT things have still to be said. Such as how it's going to work from YOUR point of view. How a complex THROUGH transportation system (such as our UK/Australia service starting early '69) can be UN-COMPLICATED for the shipper.

How a potentional maze of documentation and red tape can be almost eliminated to produce the simplest possible way for YOU to do business. And how an operation on this scale can produce the high-frequency, completely reliable, THROUGH service we say it will. (Incidentally, our computer is doing a lot of the work to help us to achieve simplicity and efficiency.)



Like to hear more about it? Then come and talk to us at Olympia. At the Third Export Services Exhibition, September 11-15. Stand 210

It won't take a minute. Or two.....



ACT

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Export and expand

How CAN I export and expand my business?

Can I do this without too much fuss and bother – is it *really* worth while? What about all those forms, the currencies and the import licences? Which countries offer the best markets and how do I find out about them? How do I pack goods for export? What about printing in foreign languages? What sort of transport do I use – road, rail, sea, air or a bit of each? What are containers, are they any good to me?

These are some of the very important questions which can be answered simply and quickly during a visit to the Export Services Exhibition which the Institute of Export is sponsoring at Olympia during the week of September 11-15. The exhibition is a month earlier this year. It will be attended by visitors from all parts of the United Kingdom, and from Europe.

Last year's Export Services Exhibition was attended by 17,000 ticket-holders and both visitors and exhibitors reported it a great success. One of the reasons for this was the type of people who attended: they were mostly company directors and marketing chiefs, people who genuinely wanted to know how they could expand their business through exports. Visitors to the exhibition met advisers from packaging, forwarding, shipping, railways, docks, airlines, the 'big-five' banks, overseas banks, finance houses, and other export service organizations from whom they gained, however experienced they may have been, additional knowledge on the subject.

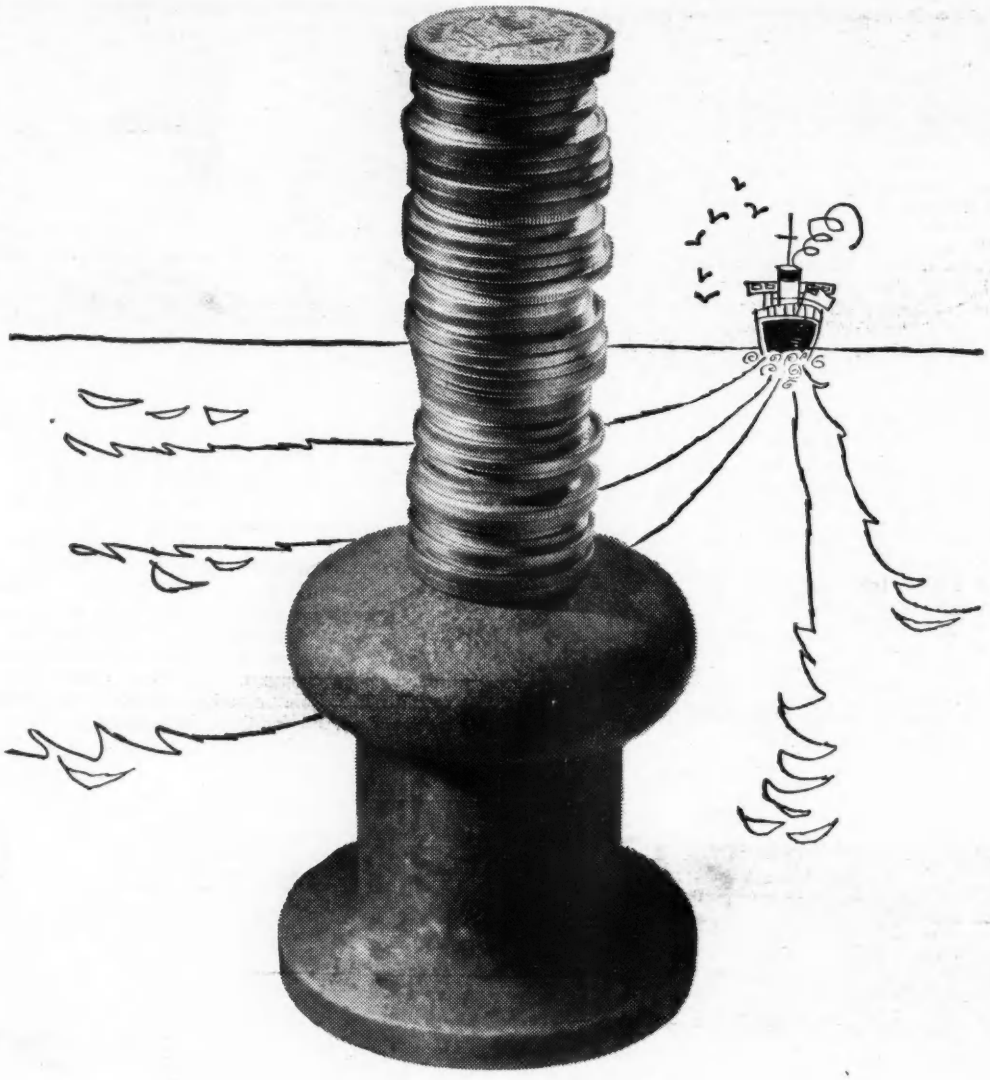
The vast range of advice and guidance on specialist export services, both commercial (see also pages v to ix for details of the recent series of *Board of Trade Journal* articles under the general heading of 'Commercial Services for Exporters') and official (see page v), and the interest of exporting firms in these services means that they discovered ways and means of selling abroad which could never have occurred to them outside a comprehensive assembly of the whole export services industry, where new things were seen and one method compared with another. Food manufacturers, for example, found quite revolutionary methods of transporting perishable yet bulky goods all over the world.

The 1967 exhibition will enjoy the greater spaciousness of the National Hall and will in every way be a bigger event. Several exhibitors have asked for larger stand space.

One of the surprises of this exhibition is the ingenuity of the displays of what might, at first thought, seem to be rather static subjects. The Port of London Authority, for example, has a magnificent model of the entire London dock system. BOAC demonstrate their air cargo handling system. The Proprietors of Hay's Wharf Ltd. will display many different distribution aids to exporters, including packaging materials and containers for every type of merchandise. Colours and costumes are gay on the stand of overseas banks. And for those fascinated by model ships and aircraft, magnificent models will be on display.

Details of individual stands will be found on pages xiii to xxvii.

When the Ben Line's 20-knot cargo-passenger liner 'Benarmin' (12,975 tons a.w.) (see right) left London recently for the Far East, she was carrying more than her usual quota of passengers. On deck were 20 Newmarket racehorses bound for a Singapore racing stable. Above, one of the horses being loaded aboard 'Benarmin' at 'C' Shed, Royal Victoria Dock. Shippers were LEP Transport Ltd., London.



Settlement *on shipment*

How? The exporter in the UK or elsewhere receives payment when the goods are shipped and International Finance and Services gives the credit, without recourse to the exporter. This new world-wide service—available to exporters of all classes of goods—is backed by the full resources of the UDT Group. It is based on five years' experience of International trade gained in co-operation with members of the Amstel Club, the association of leading financial institutions throughout Europe and in the USA. *Short or extended credit—no risk to the exporter—moderate charges—simple documentation—and speed. For more information write to:*

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849

How 'Export Intelligence' can help

GOVERNMENT ASSISTANCE for exporters is the theme of the Board of Trade's stand at the exhibition.

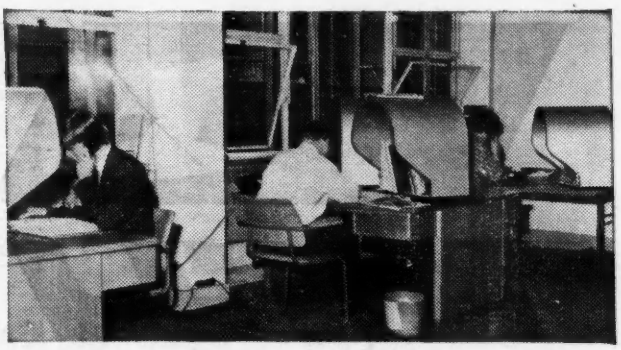
The stand draws attention to the department's 'Call Export Intelligence' inquiry service, one aspect of which is demonstrated in particular – reports on the commercial standing of overseas traders. A direct telex link on the stand with Export Intelligence headquarters allows inquirers to put in requests and to receive information back.

These status reports tell of the commercial standing (excluding credit or financial assessments), scope of activities and size of overseas firms. They are particularly useful as an indication of whether a firm is suitable to act as an agent or representative for a British exporter. More than 100,000 reports are on file in London, and where these need to be brought up-to-date or new reports obtained this is rapidly done through British Commercial Officers abroad.

The Board participated at the two previous Export Services Exhibitions; this year's stand, covering 875 square feet, will be the largest so far. For the first time an officer of HM Customs and Excise will be present to answer visitors' questions about export regulations and formalities. There are also panels illustrating how the Central Office of Information and the British National Export Council help exporters.

The 'Call Export Intelligence' inquiry service is the main channel through which firms can make their first contact with any of the Board's export services. To find out precisely how you can be helped, either call at the Board of Trade stand or get in touch with any of the department's regional offices or Export Intelligence headquarters, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 9633). Firms in Northern Ireland should contact the Ministry of Commerce in Belfast.

The wide range of export facilities provided by the Board (backed by the resources of British Commercial Officers in some 200 posts abroad (see supplement in September 1 issue of the *Journal*) consists partly of an extensive free market intelligence service, and partly of schemes to offset some of the costs of a firm's penetration into overseas markets.



Telephonists at work in the 'Call Export Intelligence' section of the Board of Trade's Export Services centre in the City of London. The centre deals with every kind of export inquiry.

Market intelligence services

These facilities give much of the extra information which selling abroad requires as compared with selling at home. In addition to the status report service already mentioned they include:

(a) providing firms with quick preliminary indications (but not detailed market surveys) enabling them to judge whether and where an export market exists for their products. This includes market data such as assessments of business conditions, the strength of local and other competition, and

(*Continued on page vii*)

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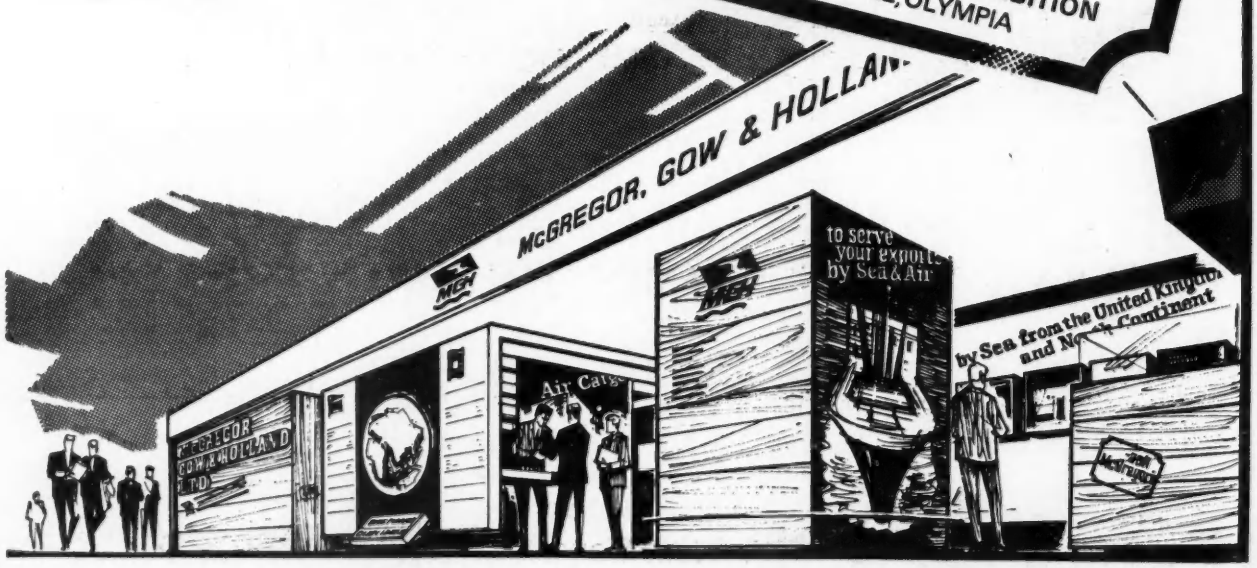
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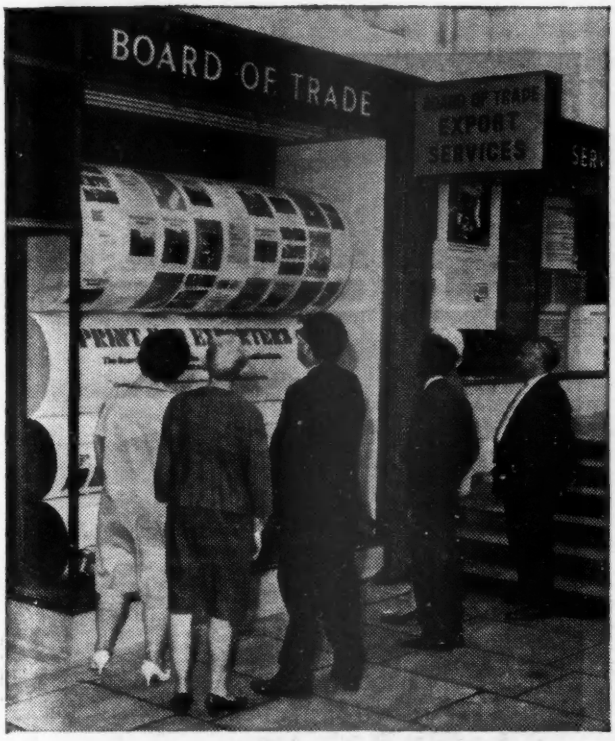

A view of the window display at the Board of Trade's Export Services centre in London. The current display, which attracts a lot of attention, deals with 'Print for Exporters'.

details of local tastes and trading methods;

(b) making known to firms, mainly through the Board's daily 'Export Service Bulletin' details of specific opportunities for selling British products abroad. These opportunities are summarized weekly in the *Board of Trade Journal;*

(c) giving precise and up-to-date information on the indirect taxes, tariffs, import licensing requirements, quota restrictions and other trade regulations or formalities of overseas countries;

(d) helping firms to compile a short list of possible overseas agents or representatives;

(e) providing information and practical help for British businessmen travelling overseas;

(f) helping firms to identify possible overseas collaborators for manufacturing their products under licence;

(g) making available for a firm's own export research the wealth of statistical and other information on export markets in the possession of the Board of Trade's Statistics and Market Intelligence Library in London;

(h) providing help or advice to firms whose business may be affected by commercial law, regulations or restrictions overseas;

(i) providing help in resolving disputes between British and overseas firms.

Cutting the costs of exporting

In addition to these market intelligence services, the Board has in recent years developed a series of export promotion measures with the direct aim of reducing the cost of initial research into market prospects and the subsequent costs of market penetration. These measures have taken the form of help with marketing training; market research projects; trade missions, and trade promotions.

For training in marketing, the Board meets half the cost of the overseas tour element of the National Marketing Council's schemes for short courses in overseas marketing for senior executives. Last

(*Continued on page ix*)

It is by their ability to grow, develop and prosper in answer to the challenge of world markets that International Trading Organisations should be judged. The ever growing Dodwell Group has been meeting this challenge for a hundred years, launching new products destined to make a contribution to a better way of life in many territories of the world where they have not been seen before. Those with the urge to develop world markets should plan a talk with Dodwell —the organisation that has made famous names famous the world over.

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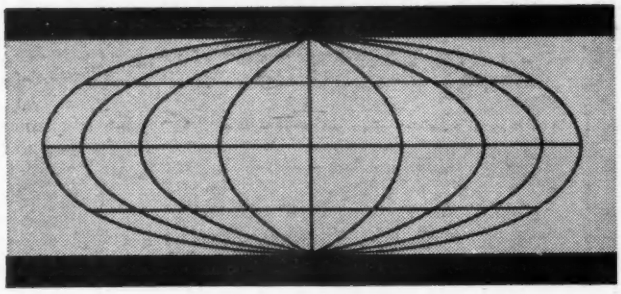

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- **that each of these reports is revised and brought up-to-date *twice* a year?**
- **that Barclays Bank D.C.O. publishes Intelligence Reports on the principal territories in which it has branches?**

Collectively or individually, the reports represent a valuable addition to your other sources of information. They are free, and can be sent to you on application by letter or telephone. Alternatively, our staff at the

Export Services Exhibition

will give you full information about all the services the Barclays Group provides for exporters. And, of course, a complete banking service is available there too. Whether a customer of the Bank or not, you'll be welcome at Stand 52.

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Businessmen taking advantage of the information provided by the Board of Trade Statistics and Market Intelligence Library at Hillgate House, London, E.C.4. The library contains information on foreign trade statistics and other economic statistics from almost every country in the world. There are over 85,000 *volumes.*

year, 49 businessmen attended a 10-week advanced course held at Harvard Business School, United States. This year, courses have been arranged at Harvard, Fontainebleau and Cambridge (England), which are being attended by 140 executives.

For market research, the Board provides (through the British National Export Council) half the cost of market research projects sponsored by trade associations or other non-profit-making organizations. Sixty-one projects were supported last year and 39 in the first half of 1967.

Also, through the British National Export Council, the Board provides half the cost of trade missions comprising groups of overseas businessmen visiting Britain, or of British businessmen going abroad to explore new markets. This scheme is proving increasingly attractive to industry: 29 inward missions took place during the first half of this year, compared with 32 in the whole of 1965 and 33 in 1966, while 53 outward missions were undertaken in the first half of this year compared with 42 in the whole of 1965 and 88 in 1966.

British firms can often promote their exports effectively by taking part in overseas trade fairs, British Weeks or store promotions featuring British goods. The Board of Trade offers considerable assistance to groups of firms taking part in overseas trade fairs, through the improved 'joint venture' scheme and related benefits. British Weeks and store promotions offer excellent opportunities for exporters of consumer and consumer durable goods. Information on these events can be obtained either from the Board of Trade or BNEC. The Board may also pay up to 50 per cent of the costs of collective advertising supporting participation by groups of firms at overseas trade fairs, British Weeks, or store promotions.

The Board supported British exhibits at 85 overseas trade fairs in 1965 and 153 in 1966. This year the figure is expected to rise to about 200. Two major British Weeks are normally held each year: the next (both in October) are at Brussels and Toronto, and in October, 1968, there will be a further Week in Stockholm. There will also be a major British export drive in Denmark next spring. Fifty-eight store promotions and minor British Weeks were supported in 1965, 65 last year, and 81 will have been helped during 1967.

Certain Board of Trade schemes are aimed at encouraging a speedier growth in exports from small firms who at present sell little or nothing abroad. The 'pick-a-back' scheme is already well known, and the Board is also giving financial support to the Export Marketing Partnerships scheme operated by the Institute of Marketing. This offers the services of independent consultants acting as 'brokers' in arranging partnerships between newcomers to exporting and experienced firms or 'professional exporters' (i.e. the merchants and export houses). The partnerships are based on a realistic profit-sharing arrangement, and the fee to the Institute is related to exports actually achieved.

Export credit insurance

The Export Credits Guarantee Department (which also has a stand at the Export Services Exhibition this year) is a specialist Government Department providing insurance against the major risks arising from extending credit to overseas customers. Insurance costs are low, and facilities have been extended considerably in recent years.

Export publicity

Export publicity is another field in which Government help is available. Any exporter who believes he has a newsworthy export or industrial story, picture, publication or film of interest to people abroad can enlist the free help of the Central Office of Information, which is able to arrange distribution to the right outlets overseas. All such an exporter need do is to contact his nearest COI regional office or the London headquarters (Tel. 01-928 2345).

Advice on overseas publicity is given by the Overseas Section of the Board of Trade Information Division (Tel. 01-222 7877). The Section can help firms to make the right contacts at COI or the BBC External Service, and advise on the right media for specific areas or products.

A guide to export services

A description of all Government and other export facilities is in Board of Trade export handbook No. 1, 'Services for British Exporters'. This is a free reference guide, designed for the desk of everyone concerned with exports. There will be copies at the Board's stand at the Export Services Exhibition, but the handbook is also available from United Kingdom Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1, or any Board of Trade Regional Office.

Cargo for America being loaded aboard a BOAC air freighter at London Airport.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page viii of the supplement 'British Commercial Representatives Overseas' in September 1 *issue of the* Journal.

Trade abroad through the Bank that understands the language of EXPORTS

We've learnt the language through experience. We have been in the export field for a long time now. In fact, the Midland was the first Clearing Bank in the country to provide a specialised overseas service. Through our Overseas Branch we have built up the largest overseas banking business in the world, with a network of more than 21,000 correspondents in countries outside Great Britain.

As well as our main Overseas Branch in London, we have special Overseas Branches in Birmingham, Bradford, Bristol, Cardiff, Leicester, Liverpool, Manchester, Sheffield and Southampton. If you need help in any matters relating to exports or imports, please get in touch with the manager of your local Midland Bank branch. We feel sure we shall be able to help you.

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Should you be visiting the 3rd Export Services Exhibition, make a point of talking to our experts on Overseas Trade, who will be available at the Group's stand, Number 89. And if you need to cash a cheque, or require any other banking service, all our facilities will be available to you.

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Customs' services to exporters

PROBABLY THE MOST important of the services provided by the Customs and Excise for the benefit of the export trade is the relief from duty and purchase tax on exported goods and export rebates on indirect taxes paid in the production of exported goods. Brief details of the arrangements for these reliefs are given below; fuller information is given in the Board of Trade Export Handbook No. 1 'Services for British Exporters'. Local Officers of Customs will be pleased to supply detailed literature and give assistance with particular problems.

Repayment ('drawback') of the duty paid at importation may be claimed on the exportation of a wide variety of imported goods or of goods manufactured or produced from imported materials. Extensions to the range of goods for which import duty drawback is allowed are made on the recommendation of the Board of Trade, to whom applications should be made, when the volume of trade warrants it and other necessary conditions are fulfilled. For goods not of a drawback class, relief from import duty may still be possible if it will promote the interests of the export trade. Exporters can also claim repayment of the temporary charge on imports paid before this charge was withdrawn in November last year.

Exporters importing goods for re-exportation may usually avoid payment of the import duty and purchase tax by 'entering' the goods with the Customs for deposit in a bonded warehouse for direct re-export.

Purchase tax is not payable on goods exported direct from the tax-free stocks of a registered purchase tax trader and in most other cases where exportation is from tax-paid stocks, there are special arrangements for refund of the tax.

In addition to straightforward reliefs, the Customs have facilities which exporters may find useful in their particular fields, for goods exported for repair or process abroad or for temporary exhibition at trade fairs etc. and for samples used in promoting export orders.

The Export Rebate scheme is designed to help export trade by relieving exported goods of certain indirect taxation (hydrocarbon oil duty, vehicle excise duty and some elements of purchase tax) which enters into their costs of production. The rebate applies only to goods of which not less than 20 per cent of their cost of production is attributable to United Kingdom labour, materials and workheads, and the rates of rebate for the various categories of goods range from $1\frac{1}{4}$ to $3\frac{1}{2}$ per cent of the f.o.b. value. Claims for rebate are made quarterly after the goods have been exported. Goods which are exported to countries of the European Free Trade Association (EFTA) are ineligible for rebate if they are admitted into those countries at the reduced EFTA rate of duty. The amount paid in rebates in the 1966/67 financial year was about £93 million.

Where drawback or other relief is being claimed, a certain amount of documentation is unavoidable and normally a 'shipping bill' has to be completed for each consignment. It may, however, be possible for regular exporters to adopt a simplified method based on schedules prepared by the exporter.

In other cases, the Customs documentation for exportation is not onerous and is required mainly for statistical purposes. Unless the goods are subject to export control (see below) the documents can be prepared and presented to the Customs within 6 days after the shipment of the goods.

The great majority of goods can be exported without restriction, but in certain cases it is necessary to obtain an export licence (usually from the Board of Trade) before the Customs will permit shipment. In a few isolated cases some goods are prohibited to be exported. Details of restrictions and prohibitions can be obtained from the Board of Trade or the Customs. Where a licence is necessary, documentation must be completed before shipment.

To make the task of export documentation as easy as possible, the Customs have redesigned most entry forms for exported goods, apart from those on drawback or ex-warehouse, to conform to an agreed pattern for other export documents such as bills of lading and certificates of insurance and origin, so that they can all be prepared from a single master document by a mechanical duplicating process. This method avoids repetitive typing and eliminates much of the possibility of error.

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by B. A. THOMPSON, M.Inst.T., M.I.R.T.E., F.R.S.A.

and edited by R. K. BRIDGES, M.I.Ex., M.S.Exec.

Visit our Stand No. 45 at the National Hall, Olympia and see this work together with —

Croner's Reference Book for Exporters
Croner's Reference Book for Importers
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Company requests for any of the above ON APPROVAL will be made by return.

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Round the Stands preview

A preview of some of the 1967 exhibitors will give an impression of the variety and significance of those taking part.

Where are the markets, how do I find them, are they worth while? Three exhibitors have special services to offer here. The Board of Trade **(Stand No. 85)** will be demonstrating how its network of 200 overseas commercial posts contribute to the 'Call Export Inteligence' Service.

The overall theme of the stand will be the Government's assistance for exporters and those in particular provided by the Board's Export Services Branch. This will include details of the help which the branch and the Regional Offices of the Board can give with the aid of the Commercial Officers of HM Diplomatic Service.

'Call Export Service Intelligence at the Board of Trade', which has been widely advertised in the national and trade press will again be a feature. So, too, will the 'Overseas Status Report' service provided by Export Services Branch. These reports are obtained by commercial officers overseas at the request of individual British firms who require an assessment regarding the suitability of a foreign firm or individual to represent them, act as distributor for their products, or who wishes to enter into some form of business arrangements with them. These reports are not designed to assist British businesmen in determining the amount of credit they should allow an overseas customer, for which the inquirier should apply to banks and other agencies.

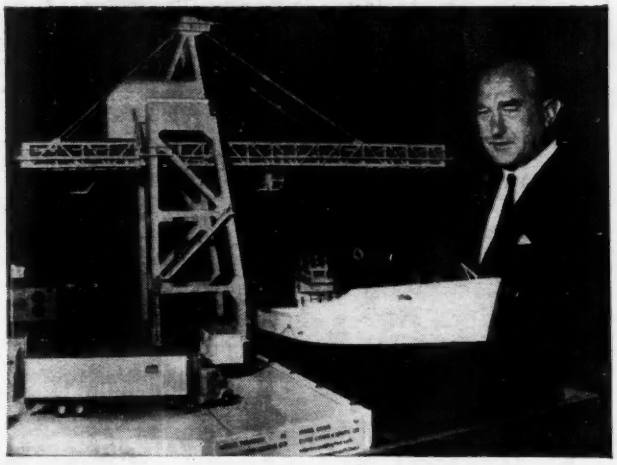
A wide range of booklets and pamphlets, including the new Handbooks for Exporters (Services for British Exporters and ECGD Credit Insurance and Financial Support Services) will be freely available. For the first time an officer from HM Customs and Excise will be present on the Board's stand to answer inquiries from visitors to the exhibition and to distribute leaflets explaining the work of his department. Panels displaying aspects of the work of the Central Office of Information and the British National Exports Council will also be on view.

Officers of the Board's Export Services Branch will man the stand throughout the exhibition to answer questions and to give advice.

The Economist Intelligence Unit **(Stand No. 172)** which has conducted more than a thousand independent studies of export markets and publishes market information, will be present to advise on the planning of overseas marketing programmes. The third organization, Independent Trade Missions **(Stand No. 61)** will show how it helps British exporters by bringing parties of overseas buyers to factories to see goods in production.

The exporter's problem may be finding a skilled marketing executive, or how to train existing staff. The High Wycombe College of Technology and Art **(Stand No. 162)** offers Britain's only two-year full-time post-graduate export marketing diploma course, every student being a linguist. The College also offers five-day residential courses.

Whether you do your own paper work or rely on experts, every kind of service will be found at Olympia. Block and Anderson **(Stand No. 80)** who, in conjunction with the Board of Trade, have demonstrated their method of producing simplified documents to members of the Institute of Export, will again be showing how the Board of Trade's recommended documents can be produced on their Banda spirit duplicator.

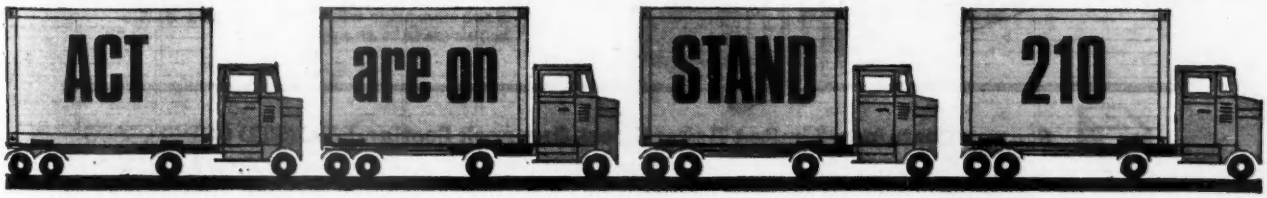


The British Transport Docks Board, which operates 22 ports, will be exhibiting for the third time, and is taking stand No. 65. Mr. S. A. Finnis, recently appointed chairman of the Docks Board looks at a model of the first container crane to be operational in the United Kingdom, which will be on show on the Board's stand.

On the other hand, shipping and forwarding agents such as John Sutcliffe & Son (Grimsby) Ltd. **(Stand No. 7),** Pickfords **(Stand Nos. 20 and 40),** John Good and Sons (London) Ltd. **(Stand No. 63),** Flexhill Shipping Co. Ltd. **(Stand No. 100),** the Proprietors of Hay's Wharf Ltd. **(Stand Nos. 87 and 104),** S. F. T. Gondrand Freres **(Stand No. 126),** World Transport Agency Ltd. **(Stand No. 129)** and many other well-known firms will be offering complete documentation among their extensive services.

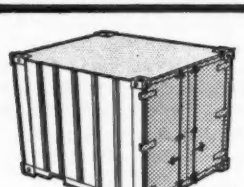
Five Hay's Wharf companies engaged in export distribution are to be represented on the group stand this year. Their services, which will be demonstrated via large photographic panels on a module system, include export packing, freight forwarding, TIR ferry trailers, storage, and road and sea transport services. The exhibition will be the launching pad of a new 'package deal' end of production line to overseas customers service to be vigorously promoted next year by the newly-formed Hay's International Services Ltd; the service is designed to cut exporters' costs to the minimum and to take over, as principals, all the headaches of export distribution. HIS will also show their new system for packing goods safely for containerization. The unique postal parcels service offered by Continental Express to Europe and Scandinavia will receive special prominence, showing both cost and time savings to

(Continued on page xv)



Of course we make a range of containers from small to big, but we thought bigger than that. So we made the Conway trailer to carry them. We've some more ideas too. Write for details.

Seaway think big and small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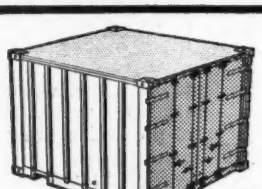
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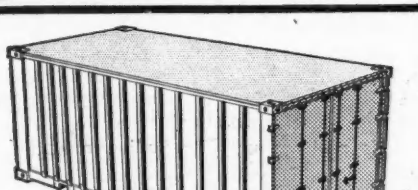
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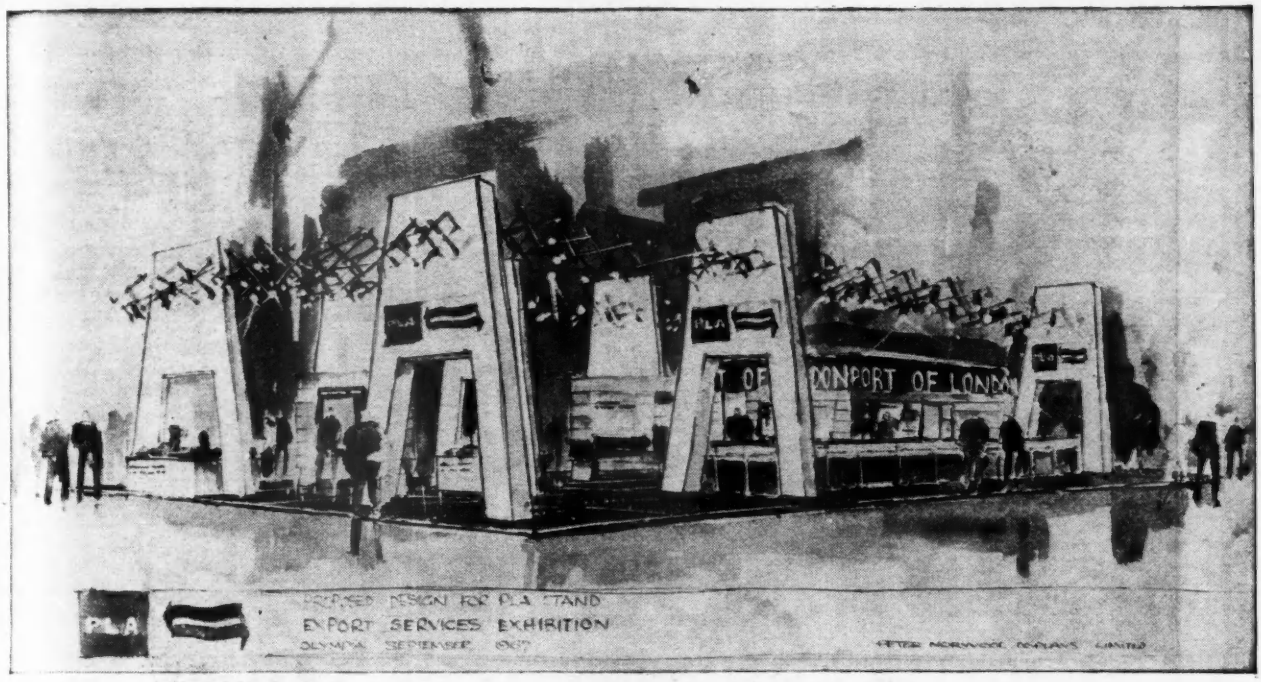

'Building a Port' is the main theme of the Port of London Authority's stand at the 3rd Export Services Exhibition. With Britain's greatest container port nearing completion at Tilbury – the first commercial ships used the new stage II extension in July – the PLA is using models, photographs and diagrams to show how the new quays etc. were built. There will be working models of the new mechanical equipment designed for the rapid handling of containers.

the exporter of small consignments. Channel Road Services are to promote their three main ferry trailer 'Routes', United Kingdom to Brussels, Paris and Milan. Following some successful charters at last year's exhibition, London & Rochester Trading Co., hope to receive many inquiries for their smaller vessels which carry dry bulk and general cargoes on short-sea routes. Pickfords and Hay's Wharf Shipping & Forwarding Co. hope to increase business through their recently opened Felixstowe Office.

For the manufacturer seeking to enter the export market, Dodwell and Company **(Stand No. 167)** offer a comprehensive service as export managers promoting sales through their branches, subsidiaries, associates and agents in various parts of the world. They attend to correspondence, documentation and payment and make exporting no more complicated than home trade transactions. With a century of experience behind them, Dodwell are equipped to handle export problems. Apart from the technicalities of exporting once business has been obtained, Dodwell specialize in advising manufacturers how best to tailor their products to meet the requirements of particular overseas markets in order to secure the initial business.

Some businessmen with no experience of selling abroad may be doubtful about the risks of dealing with distant buyers – what happens if an importer fails to pay or there is a change in import licensing arrangements? Here the Export Credits Guarantee Department **(Stand No. 124)** provides a Government service for more than 9,000 exporters, and a visit to the ECGD stand will show how export risks can be covered.

The Midland **(Stand No. 89),** Westminster **(Stand No. 25),** Lloyds **(Stand Nos. 43 and 62),** National Provincial **(Stand No. 49),** Barclays **(Stand No. 52)** and Martins **(Stand No. 123)** banks will all be offering overseas banking advice, credit and other financial services. Banks covering certain parts of the world will also be represented. The BOLSA International Banking Group, headed by the Bank of London and South America **(Stand No. 29),** serves Latin America, Spain and Portugal, while the Standard Bank Group **(Stand No. 6)** has more than 1,150 offices in Africa. Similarly, the Ottoman Bank **(Stand No. 3)** will be there to help exporters interested in the Middle East markets. Far East facilities are offered by the Hong Kong and Shanghai Banking Corporation **(Stand No. 204),** while the Chartered Bank **(Stand Nos. 70 and 71)** offers credit information relating to Asian markets.

Barclays Export Finance Company **(Stand No. 52),** the British Overseas Engineering and Credit Company Ltd. **(Stand No. 21),** and the International Finance and Services Ltd. **(Stand No. 48)** provide credit services without recourse to the exporter who receives payment against presentation of the shipping documents. The Overseas Trade Promotion Department of the Midland Bank **(Stand No. 89)** made their stand one of the showpieces of the exhibition last year.

Print for export – for agents, direct mail, trade fairs, manuals and instruction leaflets – calls for the expert with special translation, design and foreign language type-setting services. Only a few

(Continued on page xvii)

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"GEECO" plastics
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"TUMBLA" squashes

EXPORT MANAGEMENT

★ Complete export department
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★ Without static overheads

My organisation, if appointed your Export Managers, will do all the work, suffer all the headaches, and carry the financial responsibility.
If you are interested, let us have a talk together.
We offer a Complete Export Service as an economical and professional alternative to running your own Export Department.

MARK CANSICK & COMPANY
Export Merchants and Specialist Export Managers
44 HIGHGATE HIGH STREET, LONDON, N.6
Telephone: Mountview 0094/5 Cables: Cansico, London
Members of The British Export Houses Association

Visit Stand 65

EXPORT SERVICES EXHIBITION, OLYMPIA, 11-15 SEPT. 1967

See our informative display. It features an at-a-glance guide to 200 liner services to 76 countries from Docks Board ports.

British Transport Docks Board
A NATIONWIDE PORTS SERVICE

HUMBER: HULL, GRIMSBY, IMMINGHAM, GOOLE. **EAST COAST:** KING'S LYNN, LOWESTOFT. **SOUTH COAST:** SOUTHAMPTON, PLYMOUTH. **SOUTH WALES:** NEWPORT, CARDIFF, BARRY, PORT TALBOT, SWANSEA. **WEST COAST:** GARSTON, FLEETWOOD, BARROW, SILLOTH. **SCOTLAND:** GRANGEMOUTH, METHIL, BURNTISLAND, AYR, TROON.

printers are equipped in this way, and among the exhibitors at Olympia will be the WLP Printing Group **(Stand No. 90)** whose member companies are William Lea, Perivan Press, Photoprint Plates and the ELB Languages Group. They have 140 years' experience in foreign language setting. Moreover, they will guarantee to deliver your print where it is wanted at the right time – there is no need to worry about form-filling, packaging, despatch or delivery, WLP will supply anywhere in the world.

Just how much do we all know about the many services of the Central Office of Information? **(Stand Nos. 124 and 85).** Perhaps how *little* would be more truthful! We all pay taxes for this service and it is there to be used. How the COI can help the exporter to make his products better known overseas is something the staff of this stand will be eager to explain because it is a service far too many businessmen overlook literally at their cost. If products are good for the country's good name, the COI wants to know about them!

Packaging materials, pallets, containers, trailers – many are the modern methods of protecting and conveying goods to all parts of the world. Crane Fruehauf Trailers Ltd. **(Stand No. 81)** have international experience of making the means to carry bulk loads by road, rail and sea. In Britain they manufacture the largest range of semi-trailer transport equipment, and they have production plants and allied service arrangements throughout Europe for the benefit of shippers and hauliers.

The company will also be introducing a new exposed post container conforming to the recommendations of the International Standards Organization (ISO) and the requirements of the British Standard for freight containers, BS 3951. The container will be a 20 ft. model from a range which includes 10 ft., 20 ft., 30 ft. and 40 ft. lengths. The exposed post container is similar in construction to Crane Fruehauf's smooth skin model, of aluminium construction with high tensile steel end frames.

The Gindy Manufacturing Company **(Stand Nos. 143 and 144)** manufacture any type of container including ones to ISO or ASA standards, and they supplied two thousand 40 ft. containers for Sea Train. Tri-Wall Pak **(Stand No. 121)** lightweight corrugated material will be shown as a practical alternative to heavier or clumsier material for packaging, while the Geest Materials Handling Division **(Stand Nos. 23 and 24)** will be showing timber and steel pallets for factory and overland usage, together with expendable pallets and export packing crates. Palletisation Ltd. **(Stand No. 212)** will be showing complete handling systems including wooden and metal pallets and mechanical aids.

Seaway Containers Limited **(Stand No. 232)** is a company engaged in the design and production of containers and associated equipment, having extensive manufacturing premises located at Greenock, Scotland, close to the development of Scotland's major Container Port and Inland Customs Clearance Centre. The facilities provide for large scale flow production to meet current container demands and include the best in machine tools, tooling and modern production methods. Additional to original manufacture, container repair work is undertaken and, to provide a complete service to container users, short-term hiring is also offered.

To illustrate the versatility of product type, included in the display are containers in all steel, steel/aluminium and fibre glass construction. Both standard containers conforming to ISO and BS requirements and specials are included.

Seaways product range also includes special semi-trailers for containers, TIR Tilt-top Flats and varying forms of Lancashire Flats.

Recent additions include the 'Conway E' semi-trailer to provide means of operating a versatile unit load service using type 'E'

Members of the PPA Trade Mission to Canada which included Mr. C. C. Goodall, managing director of Gordon & Gotch Ltd., Britain's largest exporters of magazines and books, watch the arrival of the News of the World *from Britain. This is one of the regular weekly shipments handled by Dawson Brothers Shipping-Air Cargo Ltd.*

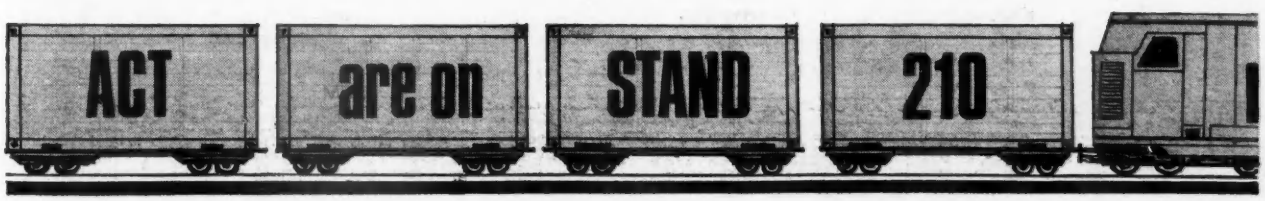
300 ft.^{3} containers, and an arrangement of small containers and pallet base to provide a unit compatible with the 20 ft. x 8 ft. x 8 ft. ISO container known as the 'Seaway 320'.

Transporting goods by road, and making use of the special shipping services operating between United Kingdom and Irish or European ports, introduce another group of exhibitors. Among these is Containerway and Roadferry Ltd. **(Stand No. 4)** with Irish and Continental fleets of some 2,000 trailers, containers and Lancashire flats. They run a direct trailer service to Sweden. Unit Loads **(Stand No. 22)** have extended their shipping service between Felixstowe and Copenhagen, Pickfords serve Ireland and Europe with door-to-door services, and MAT Transport Ltd. **(Stand No. 68)** specialize in an integrated rail/road/sea freight service to and from Europe, especially by means of containers. Mann and Son (London) Ltd. **(Stand No. 86)** (of which Harwich Dock Co. is a subsidiary) handle trailer and container facilities on the new 7,000 ton ferry to Bremerhaven.

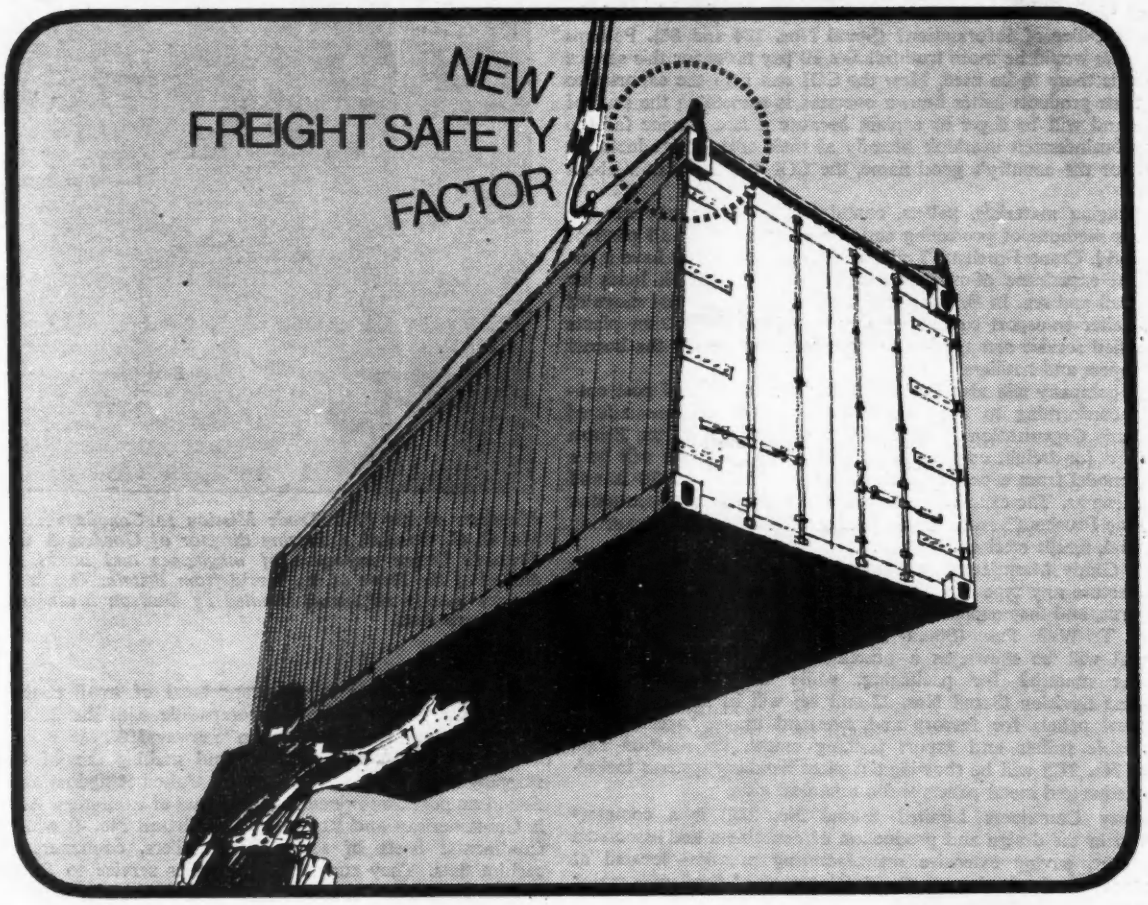
Seawheel Ltd. **(Stand No. 1)** have a fleet of more than 250 road units, and are enthusiasts about the cellular constructed container vessel which will operate from our new container ports.

Joseph Sankey & Sons Ltd. **(Stand No. 128),** of Wellington, Shropshire, a sub-group of the giant Guest, Keen & Nettlefolds Group, are entering the freight container field and a specially

(Continued on page xix)



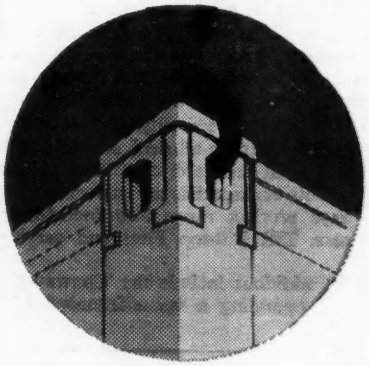
Sankey beat those dangerous corners



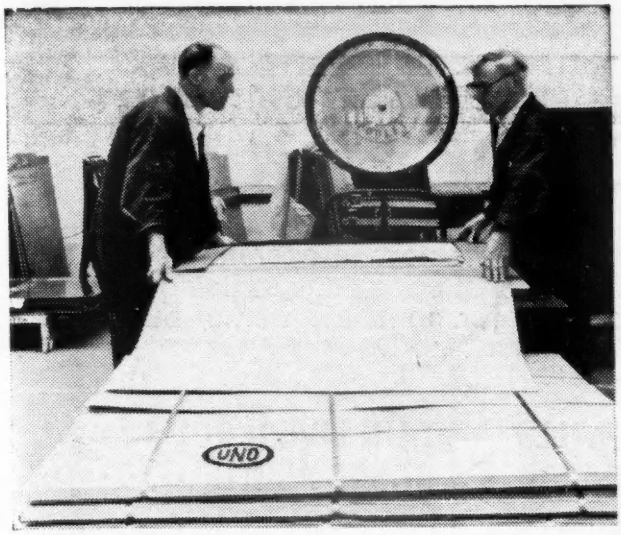
The container revolution is here to stay. Even more so since Sankey have introduced a new safety factor to freight containerisation. Dangerous corners are now *safe* corners with the new Sankey freight container. A unique system of patented corner castings makes the Sankey container toughest at the toughest pressure points. Under the Sankey System the corner pillars are double secured by welding and a special key joint so that crane hooks can pass through the corner pillar and the recessed corner casting.

And this is just one detail of the new Sankey freight container! It's built to take the toughest knocks—as well as anything up to 20 tons. It stacks 6 high fully laden; keeps out water and damp. And it's made with all Sankey's hard-won experience in the shaping of steel for the tough, flexible needs of today. Apart from the standard Sankey 20′ container, Sankey freight containers are available in a range of sizes.

Write to Joseph Sankey & Sons Ltd., Hadley Castle Works, Wellington, Shropshire.



THE NEW SANKEY FREIGHT CONTAINER



BXL matrix material being packed in UNO containers ready for export.

designed unit will be the centre-piece of their stand at the exhibition. The container has been constructed to show, in one exhibit, a variety of designs and claddings.

Designed to comply with ISO and BSI 3951:1965 specification, the container incorporates entirely new patented corner castings which permit the corner pillars to be double secured by welding and a special key joint. Crane hooks pass through the corner pillars and the recessed corner casting, making for firmer and safer lifting.

Continental Ferry Trailers Ltd. **(Stand No. 60)** have been concerned with through movements of unit loads between the United Kingdom and all parts of the continent of Europe ever since the start of regular ferry services for commercial vehicles in 1957. Their exhibit at the exhibition will be one of their standard 20 ft. ISO containers which is also fitted for liner-train operation. Continental Ferry Trailers Ltd. command a fleet which includes a considerable number of TIR semi-trailers, also platform trailers and flats.

The company has a very highly developed system of partnerships with various of the leading road hauliers in Europe, in particular with Messrs. Konig Transport of Rotterdam and Messrs. Bilspedition of Gothenburg. These two concerns are partners rather than agents and through them a comprehensive service throughout the continent of Europe is maintained.

George Bell and Company **(Stand Nos. 206 and 208),** the Irish group of shipping and transport companies, already operate a highly successful container service known as Bellferry between Newport, Mon. and Waterford, and their new fully integrated container service, Bell Line, between their specially built private terminals at Teesport and Europort, Rotterdam, is opening shortly.

British Rail **(Stand No. 65),** as the largest United Kingdom transport organization, is another important exhibitor. At most ports railway lines go through to the quayside, and British Rail will advise on services which give trouble-free wagon-to-ship loading. The Export Express network of next-day deliveries to 10 major ports, and a fleet of 90 ships, are among British Rail's many services to the British exporter and businessman.

These organizations represent many exciting changes that have occurred in goods transhipment during the past decade, and point to the container revolution already with us.

Prominent, too, will be the many shipping companies with their fast cargo liners, container ships and ferries. Their stands are always attractively presented. Among those participating this year will be the P & O Steam Navigation Co. **(Stand No. 5),** Associated Container Transportation Ltd. **(Stand No. 210),** Ben Line Steamers **(Stand No. 127),** Furness Ship Management Ltd. **(Stand Nos. 88 and 105),** The Geest Line **(Stand Nos. 23 and 24),** Ellerman's Wilson Line Ltd. **(Stand No. 103),** United Steamship Co. Ltd. **(Stand No.**

(Continued on page xxi)

THE PORT OF FELIXSTOWE

the independent Port on the east coast with highly mechanised transport ferry and container handling facilities of most advanced design

stand 42

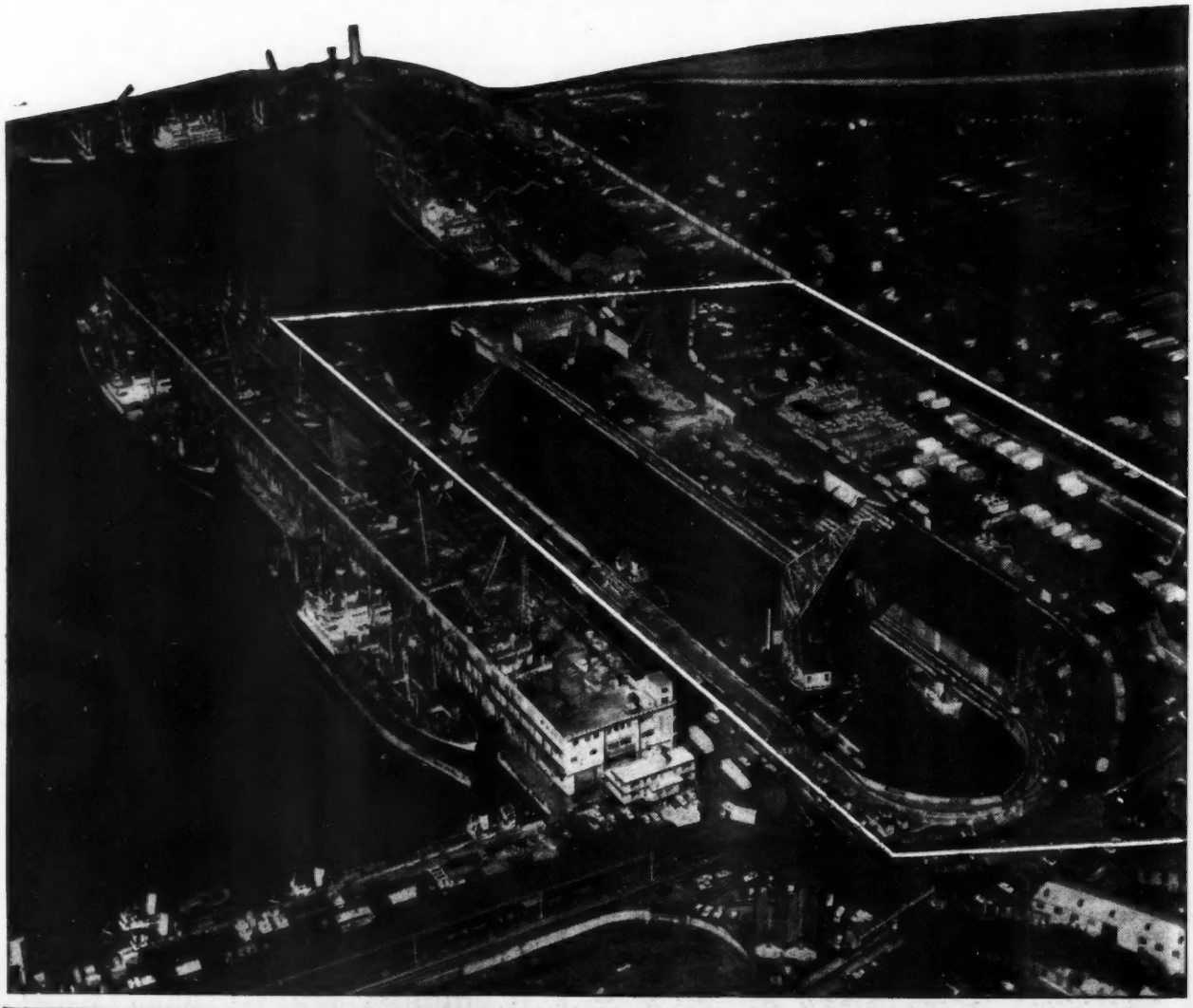
THE FELIXSTOWE DOCK AND RAILWAY COMPANY
FELIXSTOWE-SUFFOLK-TELEPHONE 2132-TELEX 98277

PORT OF LIVERPOOL

BRITAIN'S TOP EXPORT PORT

The Gladstone Dock Container Berth is now in operation. Work has begun on the major constructional operations at Seaforth which will provide specialised facilities for container traffic, bulk and general cargoes.

THESE £36,000,000 SCHEMES WILL MAINTAIN LIVERPOOL'S POSITION AS ONE OF THE WORLD'S GREAT PORTS



MERSEY DOCKS & HARBOUR BOARD

140), Townsend Car Ferries Ltd. **(Stand No. 122),** and British Rail **(Stand No. 65).**

The Geest Line operates the only fast, direct regular service route between Great Britain and Barbados and the Windward Isles, two refrigerated ships a week making the ten-day voyage from Preston and Barry.

The P & O Group is the world's largest private enterprise shipping concern with 300 ships totalling nearly 2½ million tons, carrying 10 million tons of cargo and more than a million passengers yearly.

Four of the major shipping companies in the P & O Group, BI, GSN, New Zealand Shipping and Federal, and P & O Lines, will feature several new developments which have taken place in 1967. Among them are the introduction of fast new ships on the United Kingdom and Australia, and Europe/Far East routes, a new ferry service Southampton/Le Havre and the formation of a Continental Container Division.

In addition, two of the major air freight companies of the Group have have been included.

The new ships are the last two of the New Zealand and Federal Companies' 'Taupo'-class vessels – they have cut seven days off the United Kingdom/New Zealand voyage – and P & O Lines' three record breaking 'Straths' on the Europe/Far East run. By rescheduling the 'Straths' homeward journey via Panama, P & O Lines have managed to maintain a 90-day round voyage to Japan even during the Suez Canal closure.

Normandy Ferries is the Southampton/Le Havre ferry service which started operations at the end of June. It is operated jointly by SAGA, France, and the General Steam Navagation Company. GSN is also the major partner in the North Sea Ferries which started operating on the Hull-Rotterdam route in December 1965.

The British-flag Dragon, which opened Normandy Ferries' service on June 29 is of 5,720 tons and designed to carry any vehicle allowed on British or Continental roads. Her capacity is over 250 cars or 65 large roll-on/roll-off freight units, and 850 passengers. There is also accommodation for unusually large loads of up to 22 ft. in width and 21 ft. high. A sister ship, the 'Leopard' which will be under the French flag, joins Dragon in April 1968.

GSN has operated its own fleet of containers for over 30 years on a door-to-door basis. Concentrating on the United Kingdom/Continent container trade, the company has formed a Container Division specially to keep abreast of developments.

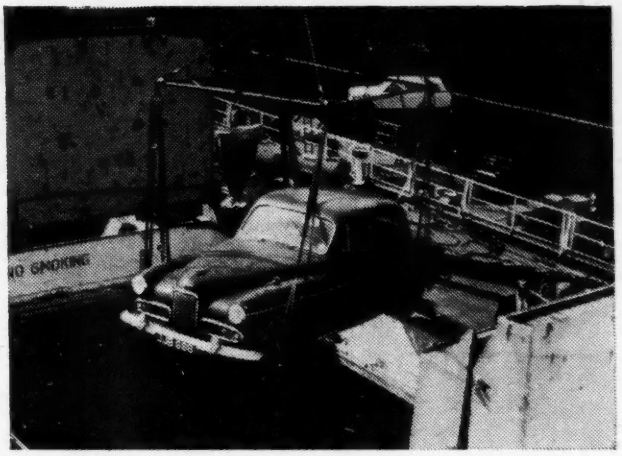
The British India Company will feature its network of services from the United Kingdom to East Africa, India, Pakistan, Ceylon, etc., and the fact that it is continuing to maintain its services in the long established trades with Jordan, Saudi Arabia, the Sudan and Ethiopia, despite the long haul via the Cape of Good Hope.

The air freight companies are EMG Air Services and Dowie & Marwood. Both IATA approved international cargo agents,, they offer a comprehensive export service from numerous branches throughout the country at advantageous rates through consolidation.

Ben Line, as a member of Associated Container Transportation Ltd., will be featuring models of ACT containers, Lancashire flats and new unit-load equipment, and are able to announce the introduction of another 21-knot Benledi-class express liner for its seven-a-month Far East services from London.

Ben Line also loads at Grangemouth, Middlesbrough, Hull and Southampton, and makes scheduled sailings from Hamburg, Antwerp and Rotterdam.

World-wide shipping services are the theme of the Furness Withy Group stand. The Group controls almost one million tons of shipping – passenger liners, cargo liners, ore carriers and tankers. These vessels operate regular services from the United Kingdom to North America, South America, the Caribbean, Mediterranean, Black Sea, South Africa, Australia and New Zealand. The shipping companies within the Furness Withy Group are: Cairn Line, Furness Lines, Furness Warren Line, Johnston Line, Pacific Line, Prince Line, Royal Mail Lines and Shaw Savill Line.

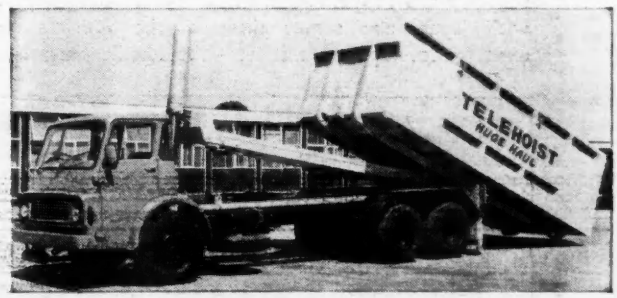


Unpacked cars being loaded in the Federal Steam Navigation Co.'s 'Somerset', 10,027 tons, in the Royal Albert Dock, London, for shipment to New Zealand. Federal, together with New Zealand Shipping, both members of the P & O Group, operate regular and frequent services to New Zealand and Australia.

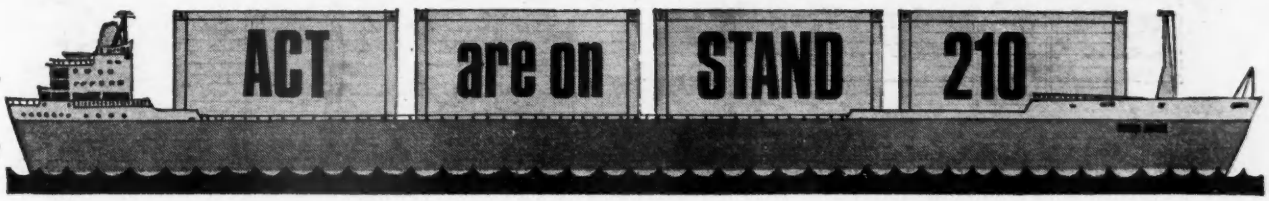
Dominating the stand will be two large illuminated panels depicting the recently adopted Group symbol. These flank the main stand area; a large-scale map of the world shows the routes served, and flashing panels indicate the variety of services and the ports served by the Furness Withy Group.

Scandinavian ports in particular are served by Ellerman's Wilson Line which has 23 ships augmented by chartered ships trading under the Wilson Line & Company. A 'Factory-to-buyer' through service is offered with container traffic, and the company participates in the England Sweden Line roll-on/roll-off container service between Hull and London and Gothenburg. Most of the Wilson

(Continued on page xxiii)



Telehoist Huge Haul demountable container system off-loading 30yd³ container. System will handle gross payloads of 13½-ton and containers from 10 to 40yd³ capacity.



THE FIRST, DIRECT ALL-CARGO SERVICE TO TOKYO.....

LINKING FIVE GREAT MARKETS!

Great News for exporters! TMA now go right through to Japan with a twice-weekly all-cargo service from London to Osaka and Tokyo. And the new route, linking the U.K. with Japan, also serves three of the World's most exciting development markets—the Middle East, China and Australia, Australasia, and South East Asia through the gateways of Beirut, Rangoon and Bangkok. TMA alone offer a specialist, scheduled all-cargo service on this important route and operate it with purpose-built freight aircraft.

TMA
EXPORTISE

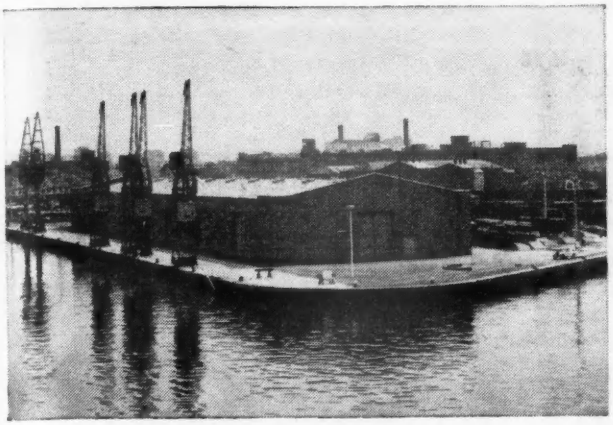
ABBREVIATED SCHEDULE

Depart	London	Sunday 06.00	06.00 Thursday
Arrive	Beirut	19.00	22.00
„	Rangoon	—	08.30 Saturday
„	Bangkok	Tuesday 15.45	15.45
„	Osaka	Wednesday 09.15	09.15 Sunday
„	Tokyo	12.15	12.15

TRANS-MEDITERRANEAN AIRWAYS S.A.L.

144 Wigmore Street, London, W.1
London Airport Tel.: SKYport 1344/5

Telephone: 01-486 4186/9
Glasgow Tel.: TAN 2482



A panoramic view of the new South 6 Dock Development at Manchester which has cost £400,000. The vast TV-controlled transit shed and accompanying quay facilities represent the biggest single development at Manchester Docks for 40 years.

Line ships have both dry cargo and refrigerated space.

From London John Miller (Shipping) Ltd. **(Stand No. 164)** offer direct weekly sailings to and from Copenhagen and Malmo (Trident Line) and Oslo and Gothenburg ('K' Line), and also twice weekly sailings to Antwerp (Munston Line). From September 8, the 'K' Line will be operating regular weekly sailings from Felixstowe to Gothenburg. The Company operate the Emerald Line with regular sailings between Northern Ireland, Republic of Ireland, and the Bristol Channel to Denmark and Sweden and are agents for the Nostro Line A/B, which has regular sailings between the Mersey and Denmark and Sweden.

In the Indian Ocean and Red Sea trades, John Miller (Shipping) Ltd., are loading brokers for the Veb Deutsche Seereederei Rostock, with regular independent sailings from North Continental Ports (with transhipment from the United Kingdom on through Bills of Lading at competitive through rates) to India, Pakistan, East Africa and Red Sea Ports.

The United Steamship Co. of Copenhagen (DFDS) **(Stand No. 140)** display will highlight the company's extensive roll-on/roll-off freight services between the United Kingdom and Denmark and also their fast United Kingdom-United States services.

DFDS now provide a comprehensive range of roll-on/roll-off services, including Felixstowe/Copenhagen twice weekly, Grimsby/Esbjerg twice weekly, Harwich/Copenhagen and Felixstowe/Esbjerg once weekly and Harwich/Esbjerg every second day. These schedules are maintained by the MS 'Suffolk' and the two double-deck freight ferries MS 'Somerset' and MS 'Stafford'. On the Harwich/Esbjerg route the 10,000-ton MS 'Winston Churchill' not only provides luxurious accommodation and facilities for business travellers and tourists, but also carries roll-on/roll-off freight of every description.

Apart from lorries and trailers of all kinds, these DFDS vessels also take containers of all kinds, flats and palletized loads. These loads are rolled-on and off on slave trailers. For port to port operations DFDS also have their own dry cargo and refrigerated containers. These roll-on/roll-off services provide for fast door-to-door movements and are in addition to the many conventional cargo United Kingdom/Denmark services operated by DFDS.

DFDS also operate the Scandinavian-American Line express services between Denmark, the United Kingdom and the United States with fast modern 20-knot cargo liners. There are regular sailings between London and Grangemouth to United States East Coast and Gulf ports and eastbound services to United Kingdom and Sandinavian ports from the United States Gulf. The cargo liners maintaining this service each have a total cargo capacity of 430,000 cu. ft., of which 80,000 cu. ft. is refrigerated space. Only 10 days is required for the Gulf ports-United Kingdom crossing

(*Continued on page xxv*)

Exporting to Belgium and Luxembourg?

Everything you need to know,
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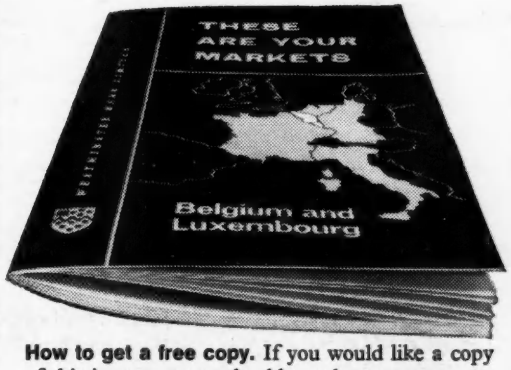
This is the latest in a series of export booklets called 'These Are Your Markets', which have already earned themselves a handsome reputation in business circles. Subjects covered in the Belgium/Luxembourg booklet include: an economic analysis of both countries, levels of taxation, opportunities for British exporters, advertising, business procedure, trade regulations and how to start up a business.



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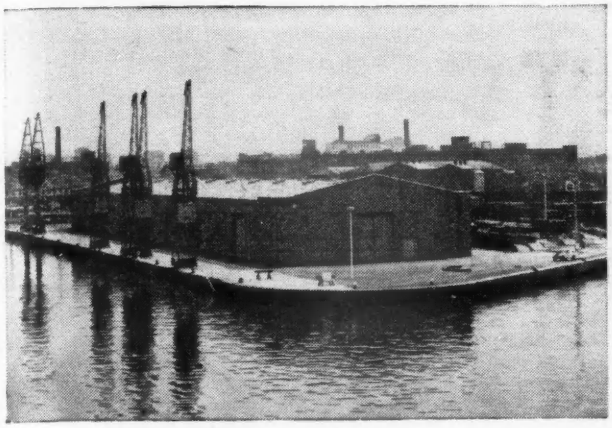

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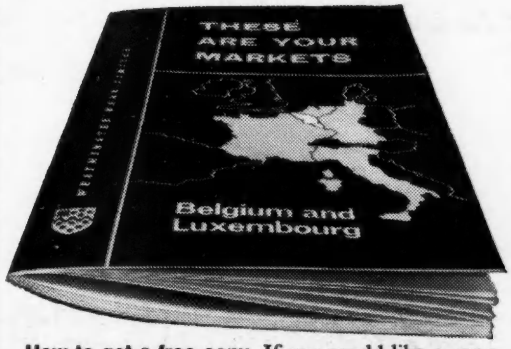

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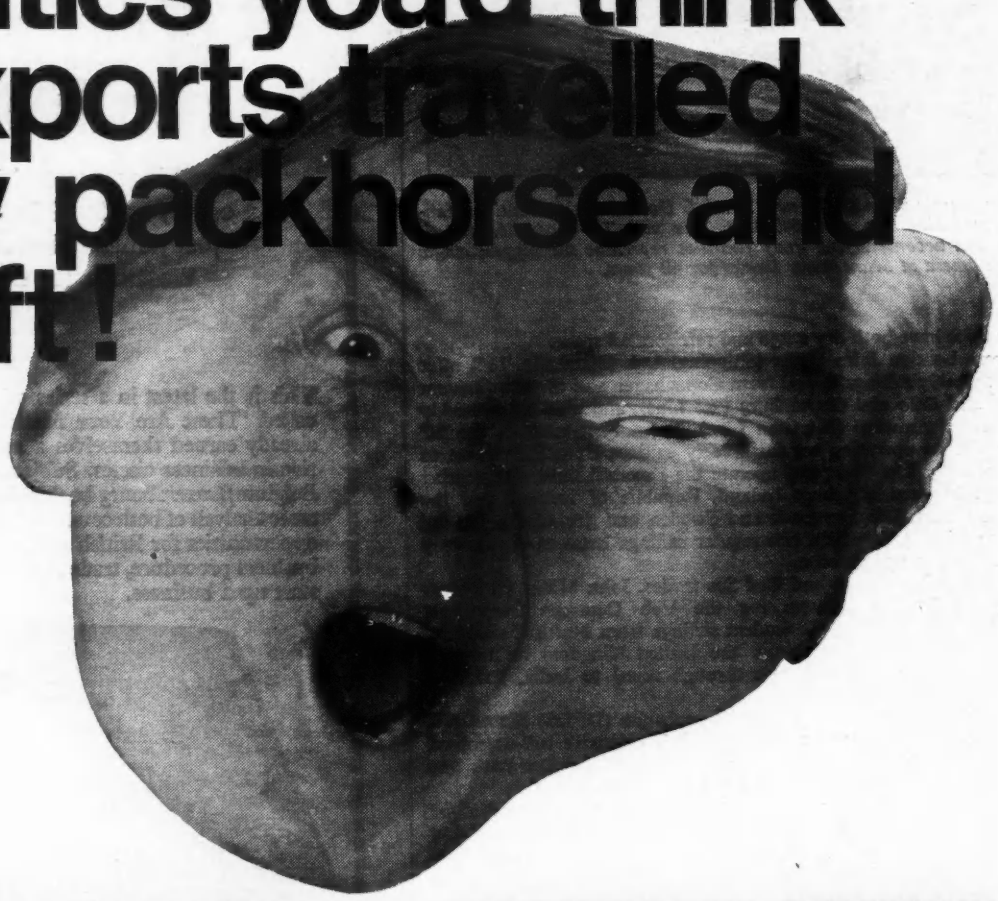
to hear Britain's critics you'd think exports travelled by packhorse and raft!



CONTAINERWAY AND ROADFERRY LIMITED

are making those critics eat their words!

The link-up of Containerway and Roadferry is putting Britain ahead in international freighting. The new company is as modern as the 'through transport concept' and 'delivered price concept'. They have a new door-to-door rate structure. And the largest range of equipment in Europe. Containerway and Roadferry Limited has been set up so exporters can deliver the goods their customers want, at the right time, to the right place at the lowest overall cost. Put them to the test with your next overseas consignment.

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Networked in Northern and Southern Ireland, Belgium, France Germany, Holland, Sweden and beyond.

Whitbread beer containers being loaded on to a Townsend Car Ferries slave trailer prior to embarkation for the Continent by Townsend's Free Enterprise service.

and the vessels can take conventional, palletized or containerized cargo.

The DFDS stand – easily recognizable by its prominent replica of the familiar black-red-black funnel with Maltese Cross emblem – will be staffed by company experts able to provide full information to shippers and exporters.

The Belgian Lines – Compagnie Maritime Belge and Deppe Line **(Stand No. 192)** are the leading liner companies in Belgium. They were founded towards the end of the nineteenth century and both companies offer importers and exporters regular shipping services to Congo, Canary Islands, Persian Gulf, East Africa, Near East, North and South America and Mexico.

The present fleet of 30 modern ships includes two mixed passenger vessels, four semi-contaner ships, 21 fast freighters and three ore-carriers.

The North Atlantic Container Service has been in operation for more than a year and every week a semi-container vessel leaves London bound for New York and Hampton Roads (Norfolk/Newport News).

In Antwerp, alongside the Leopold Dock, and in New York, on Pier 36, East River, Manhattan, the port installations are among the best equipped in the world.

Freight consignments are given priority on all Townsend Car Ferries sailings to both France and Belgium. The company's freight operations are backed by 40 years' experience on the cross-Channel routes, and year-round services from Dover to Zeebrugge and Calais transport all forms of freight carried in commercial vehicles, trailers and containers. Palletized loads and loose cargo on Townsend's own slave trailers are also accepted.

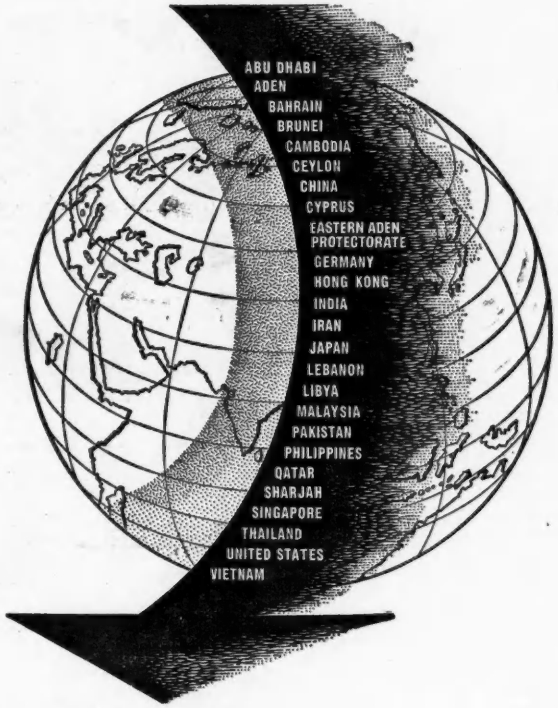
All Townsend ships are equipped for roll-on/roll-off traffic, with a maximum headroom of 14 ft. 9 in. The frequency of service means immediate shipment is possible. This year, Townsend expects to increase its freight traffic by 600 per cent, to a total of 17,000 movements, three quarters of which will be carried on the Zeebrugge route.

And offering another kind of cargo service will be famous air freight operators such as BEA **(Stand No. 2),** BOAC **(Stand Nos. 44 and 64),** BUA, Pan American World Airways **(Stand No. 26),** Air Express International **(Stand No. 82),** Emery Air Freight Corporation **(Stand No. 141),** Seaboard World Airlines Inc. **(Stand No. 30)** and Trans-Mediterranean Airways SAL **(Stand No. 142).**

Of these, Trans-Mediterranean, with Beirut as its HQ, is the largest scheduled all-freight airline in Europe, and also flies East from Beirut to Persia, India and Pakistan. With landing rights into Bangkok and Tokyo, Trans-Mediterranean's London-Tokyo service is the longest all-cargo route in the world.

(Continued on page xxvii)

The best way to these EXPORT MARKETS



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THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

THE ONLY BRITISH BANK IN LATIN AMERICA

The Bank of London & South America has been doing business with and within Latin America for over 100 years. Today, BOLSA with its associates is an international bank and has a great deal to offer in terms of foreign exchange facilities, in its ability to introduce foreign capital into a developing country, and in maintaining a banking group which will assist the foreign trade of the countries where it is established.

BOLSA
INTERNATIONAL BANKING GROUP

STAND NO. 29 EXPORT SERVICES EXHIBITION

Bank of London & South America: Argentina, Brazil, Chile, Paraguay, Peru, Uruguay, France, Portugal, Spain, U.K., U.S.A.
Bank of London & Montreal: Bahamas, Colombia, Ecuador, El Salvador, Guatemala, Honduras, Jamaica, Nicaragua, Panama, Trinidad.
Balfour Williamson & Co: Export and international finance Company with representation throughout Latin America.

Seaboard is the only transatlantic all-cargo airline and it has ordered for delivery in 1968 four DC8-63F Stretch Jets (with an option on four more) and also has three Boeing 707-320c's on order.

At Kennedy Airport, New York, BOAC operate the most up-to-date system of cargo handling which makes air-freight to the United States a very interesting proposition.

One exhibitor who has a monopoly of unusual interest is the GPO London Telecommunications Region **(Stand No. 125)** who will be manning a complete telecommunications centre with Inland and Overseas Telegraph, Telephone and Telex services.

The essential gateways to export markets, the great dock and harbour services of our islands, are demonstrated by model and mural by the British Transport Docks Board **(Stand No. 65)** (responsible for 22 active ports in the United Kingdom), the Port of London Authority **(Stand Nos. 46 and 66),** Mersey Docks and Harbour Board **(Stand Nos. 82 and 104),** Felixstowe Dock and Railway Company **(Stand No. 42)** and the Harwich Dock Co. The PLA will have a section on 'Building A Port' which will show by means of models, photographs and diagrams how Britain's first major ocean container port has been constructed and is nearing completion. The imaginative and costly manner in which many of these docks have been or are being transformed to accept ferries and container vessels is an aspect of the exhibition which alone justifies a visit.

Some other exhibitors providing specialized services include:

Croner Publications **(Stand No. 45)** which will have as its centre-piece an 8-foot high model of the well-known *Reference Book for Exporters* standing against a wall on which will be displayed copies of the Company's various publications. Through the medium of the *Reference Book for Exporters*, Croner Publications Ltd., has been supplying British exporters, for over 25 years, with up-to-date information on the export regulations of this country and the import regulations and documentary requirements of every overseas country.

McGregor, Gow and Holland **(Stand Nos. 206 and 208)** will be exhibiting on a major stand at the exhibition. Their exhibits are designed to show the breadth of their organization, the specialized facilities available and the way that these are geared to the need to provide services at all levels to British exporters.

The company, whose head office is at 16 St. Helen's Place, London, E.C.3, was formed under its present name in June 1917. In 1935 the company became a wholly owned subsidiary of Glen Line Limited, which it still remains, though now within the framework of the Ocean Group within which it is the principal broking interest.

It is widely represented throughout the United Kingdom with branch offices at Bradford, Grimsby, Hull, Immingham, Middlesbrough and Southampton. At Liverpool, they are represented by their associate company, McGregor Gow and Robinson Ltd., and since 1946 have had a branch office at Hamburg.

Best known as brokers and ships agents, McGregors act on behalf of a large number of prominent British and foreign ship owners.

Demonstrators and Exhibitors Agency **(Stand No. 163)** was formed nearly two years ago with the idea of being able to provide an expert personal service tailor-made to individual clients' requirements in the broad field of sales promotion. Although the company has only been in operation for just over one year it now has over 100 clients. The company has been asked to supply attractive demonstrators in store promotions, specialized staff at exhibitions and conferences, to linguists for a wide variety of languages including Chinese, and an original outfit for three girls at the Hilton Hotel designed and made within 24 hours.

The widely publicized 'Union Jill' team will be represented on the stand and so will details of the various campaigns and services that have been effected for clients in the past.

The British Export Houses Association (BEHA) **(Stand No. 120)** was formed in 1940 as the National General Export Merchants' Group to help stimulate Britain's export trade and as a point of contact between the Government and the specialist export houses. It developed as the national organization of the export house community. It has recently been reorganized and revitalized to provide a channel through which the experience and opinions of the export house community can be made readily available to Government and industry; to be the voice at national level to make known export houses' views; and to influence and improve the climate in which members operate.

Corporate action on behalf of members involves continuous contacts at policy-making level in official and unofficial quarters to achieve these objectives. For individual members BEHA offers its 'marriage bureau' – to put them in touch with manufacturers requiring help in the export field, especially export management, which is particularly attractive to the smaller manufacturer. The personal service to industry through the 'marriage bureau' is supported by the Regional Offices of the Board of Trade, the CBI and several other trade organizations, and has proved over the years to be very effective. Broadly speaking the export house community makes prompt payment to the manufacturer, while giving credit to the importer overseas. The activities of members fall into the following main categories: merchants and export managers; confirming houses; buying houses; factors; and now export finance houses.

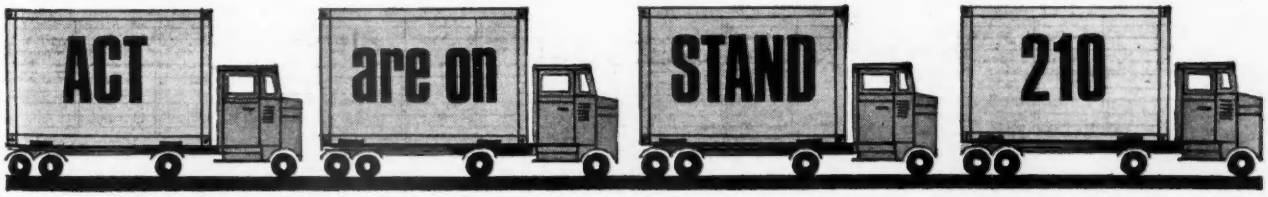
In the international field it is linked with other national export house organizations through the so-called Stockholm Club, which is their forum for discussion. BEHA has always been housed and staffed by the London Chamber of Commerce.

The Third Export Services Exhibition is sponsored by the Institute of Export, of 14 Hallam Street, London, W.1, and organized by Mack-Brooks Exhibitions Ltd., of 96 Hatton Garden, London, E.C.1 from whom admission tickets may be obtained free of charge.

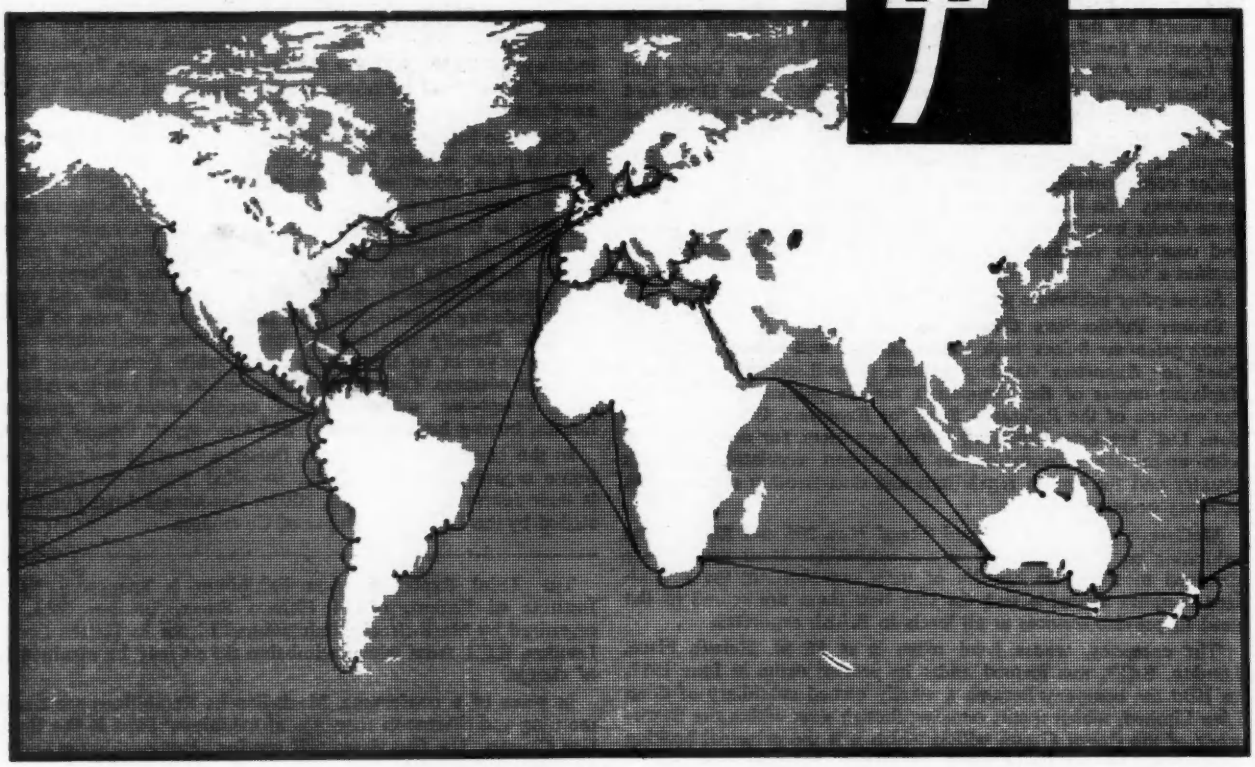
In place of a conference, Mack-Brooks Exhibitions are running morning and afternoon showings of exhibitors' films in the Exhibition Cinema. The film shows will run for about two hours and will include films on packing, docks, containerization, export finance, goods handling, transport and freight by road, rail, sea and air, and other export topics.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*



FURNESS WITHY GROUP



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EXPORT SERVICES EXHIBITION
VISIT US ON STAND No. 88

Quotes from executives in trade and commerce

A series of articles on 'Commercial Services for Exporters' was recently concluded in the *Board of Trade Journal*. Below are brief extracts from the contributions of the then officers of the trade and commercial organizations concerned.

'One of my own personal convictions is that one of the best aids to export would be to abolish the word and concept "export", which is regarded as very out of date by many industrial trading companies these days. They no longer talk of exports, they operate in world markets, of which the home market is one part, and they describe their activities as international marketing. The invention of new words like "marketing" can, of course, merely lead to new fads and fashions and phoney professions and be as misleading as the connotation of anglicized French words as le shampooing, le footing, le removing, le dressing, le smoking, le dancing, and le grandstanding.

'But, however allergic one may be to meaningless new words which may very well merely be trying to give an air of respectability to something which has become threadbare and hackneyed and formalized, the word "marketing" covers a new concept and a new and refreshing attitude to business life. It is getting away from the concept of the market being the place to which the buyer comes and where the seller sits cross-legged in his bazaar and sells his products for his own satisfaction rather than the satisfaction of the customer. It is a dynamic concept of business in which the customer and the market determine the product and its design, the object being to sell to the customer what he wants and not to foist off on him what you think he should have because you produce it.'

– P. F. D. Tennant, CMG, OBE, Director-General, British National Export Council.
(August 4, 1967.)

'The Institute of Marketing began Export Marketing Partnerships with the pre-supposition that it might be useful if an independent intermediary could generate an invitation from a large company to a small manufacturer, not as (generally) with the pick-a-back scheme where the small companies approached the large ones. Was it not logical for a successful exporter to specify and blueprint the products he felt could best supplement his range and then for EMP to find the smaller manufacturer already producing successfully at home and to bring them together? In the first six week six firms met and agreed to come together, and the number grew as the *personal* basis extended.'

– A. F. Colborn, Director, Institute of Marketing.
(July 21, 1967.)

'The criterion by which the exporter will judge market research, as, indeed, he will judge any marketing aid, is its investment value. He will more readily appreciate marketing information in the form of published data as it is more easily obtainable and less costly. But reference to published sources will usually only take him part of the way. In the final analysis, to quote the chairman of one of Britain's leading export firms, "You have to find out what people want, or are likely to want, if it is offered to them. It is local knowledge in detail and in depth which counts."

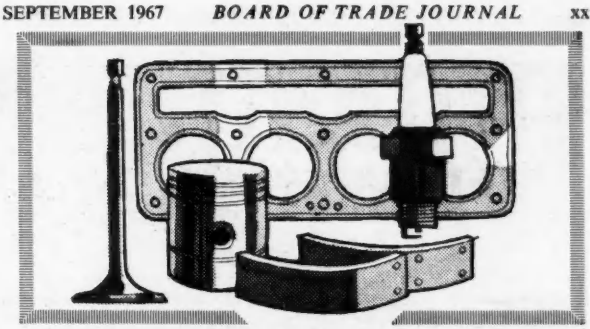
'And this knowledge will not be obtained solely by executive visits to the market nor by consulting statistical sources, helpful though these aids may be.'

– G. F. Allen-Woolfe, chairman of the Export Research Committee of the Market Research Society.
(June 23, 1967.)

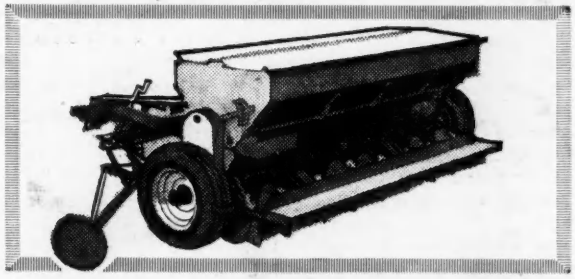
'Whatever the reasons, the general image of Britain and the British overseas is not working in our industrial favour, and there is an urgent need to change this by whatever means are available to us. Such means are readily available, and they can be summed up as an intelligently intensified use of public relations, and, in particular, full use of Government and commercial PR facilities, which are considerable.'

– Peter Bloomfield, Director, Institute of Public Relations.
(April 7, 1967.)

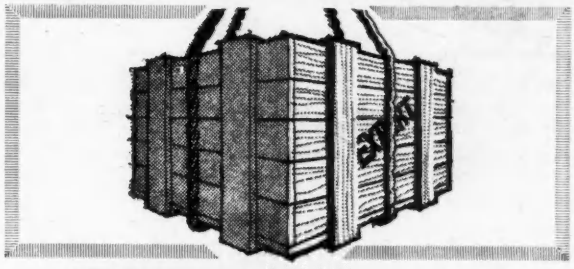
(*Continued on page xxxi*)



STANDARD BANK can help you sell motor spares in Malawi



...agricultural machinery in Angola



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If you would like to discuss trading possibilities in East, West, Central and South Africa get in touch with our Commercial Service Department, 10 Clements Lane, London, E.C.4. Ask, too, for a copy of our publication "Africa—Market on the Move" and our monthly business report—Standard Bank Review.

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EXPORT SERVICES EXHIBITION, OLYMPIA
Monday 11th September to Friday 15th September 1967

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A feature of our service is the prompt issue of Bills of Lading.

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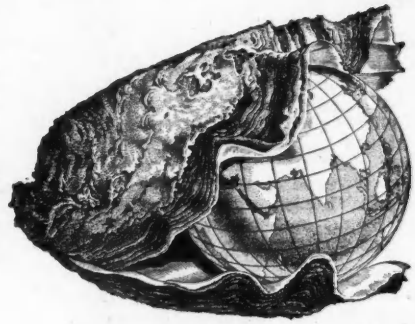
The World's your Oyster

(to misquote Shakespeare)



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Visit us on STAND 204 at the Export Services Exhibition

'In overseas markets it is most important that the producers of industrial goods should continuously draw the attention of potential buying influences to the quality and usefulness of their products.

'If we are to make known the prowess of British industry, the products of our factories, and the international services we offer, we must use to the full our skills in communication through advertising. Effective advertising must spearhead our overseas marketing ventures if they are to succeed as we wish. We have to outmatch and outsell our competitors – the Americans, the Germans, the Japanese, the Swedes, and the many other nations who are as anxious to secure a large share of the markets of the world as we are.'

– J. S. Williams, Director-General of the Advertising Association.
(March 3, 1967.)

'From the point of view of the exporter the rapid, competitive and safe delivery of his product to the buyer is almost as important as his ability to produce the goods in the first place. Any delay in the delivery of goods from the factory or point of origin to the hands of the buyer may not only jeopardize future sales, but, more important still, can involve increased costs to the exporter. These costs arise from warehousing, even if on the premises of the exporter, and increased delay in obtaining payment for the goods that have been sold. The forwarder, therefore, by his ability to save time in transportation and by reasons of greater certainty of prompt delivery of cargo at destination – due to his contacts in the countries concerned – can play a significant part in enabling an exporter to make the best possible use of money committed to his export activities.'

– W. E. Redman, FCIS, Secretary, Institute of Shipping and Forwarding Agents.
(February 17, 1967.)

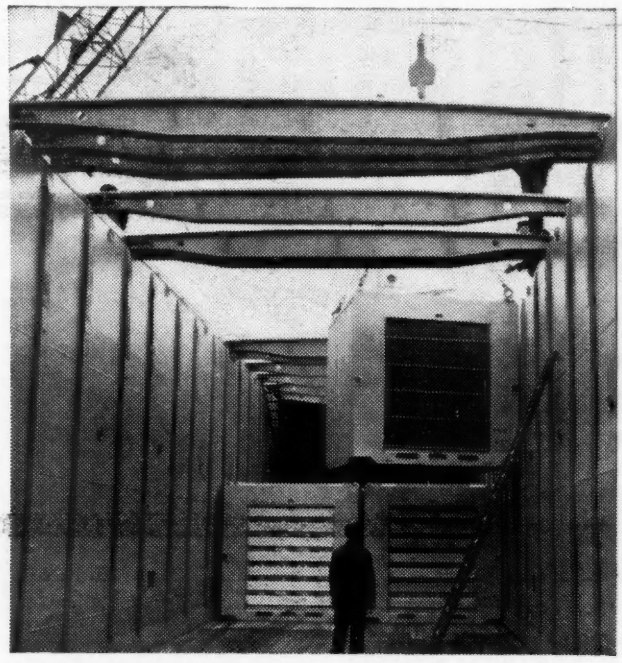
'Education in the requirements of export trade (using the word "education" in the widest possible sense) forms the principal *raison d'être* of the Institute as it did of the British Export Society. For the Institute's present membership of some 6,000 professionals (not subscribers) a regular programme of meetings and conferences is arranged from the London headquarters and by the provincial branches operating from centres established at Birmingham, Coventry, Hull, Leeds, Liverpool, Manchester, Newcastle and Sheffield.

'In addition, members of the Institute have been prominent in the organization and maintenance of the export 'clubs' which have been set up in various parts of the British Isles during the past 10 years. It was once said that acquisition of export expertize, which may take 'half a lifetime to the businessman working alone, need take only a fraction of that time to the man who is constantly benefiting by the experience of others through free and frequent interchange of knowledge.' The provision of encouragement and of facilities for such an interchange has always been regarded as the main plank in the Institute's platform of national service through "adult" education.'

– Alfred J. Townsend, CBE, Director and General Secretary, Institute of Export.
(December 2, 1966.)

'Interest in the study of foreign languages, and in particular in their fluent oral command, has grown enormously in the last few years. The notion that the British are bad linguists has proved to be quite false. In fact, industry and commerce have already a nucleus of competent linguists from the shop floor to top management. Judging by the numbers applying for places at language-teaching establishments, Britain should within a few years be able to compete linguistically with a number of Continental countries.'

– Kenneth Miles, Head of Foreign Language Unit, Commercial Education Department, London Chamber of Commerce.
(November 18, 1966.)



Containers of British exports being unloaded in Holland from one of the Geest container ships.

'Fundamentally export expansion must be based on an accurate and up-to-date supply of information on markets – information on economic trends, on marketing techniques, on tariffs, on potential customers, on trade regulations and a multiplicity of other topics. Hardly a week passes without an addition to the number of public bodies, export groups or associations offering information or guidance in various forms. Within this expanding framework, public commercial libraries, with little access to national organs of publicity may tend to be overlooked by the average exporter: yet they offer a vast storehouse of information freely available to any inquirer. Few firms can provide for themselves more than a fraction of the sources necessary to answer their export problems, while even the largest normally provide only for their regular needs and must seek outside help when an answer is needed outside the usual scope of their libraries.'

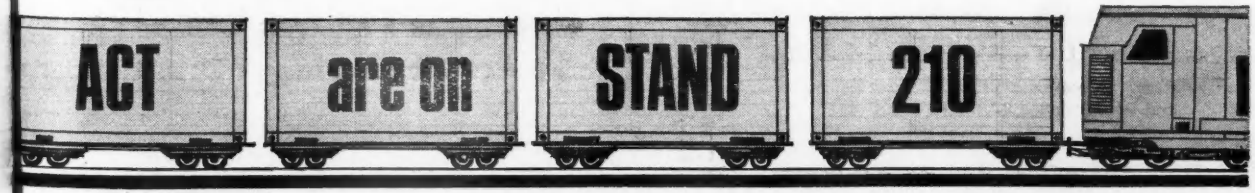
– I. G. Anderson, Assistant Librarian, Guildhall Library, London.
(November 4, 1966.)

'Goods "made in Britain" are in demand all over the world. For reasons which are well known, Great Britain must increase her exports.

'These are indisputable facts which have an equal indisputable link: packaging.

'Every item exported requires two at least of the functions performed by packaging-protection and preservation; presentation; convenience. Gone are the days when a package was merely expected to "protect what it sells and sell what it protects". Under

(Continued on next page)



Export cargo being loaded on to a BEA airliner at London Airport.

modern conditions it is now recognized as a convenience – in manufacture, storage, transport, sale and use.'

– E. H. Dickens, MBE, M.Inst.Pkg., Director and Member of Council, Institute of Packaging.
(October 7, 1966.)

'The confirming house reaffirms, usually as a principal, an order which an overseas importer has placed with the manufacturer's agent or traveller and undertakes to pay for the goods in England on terms acceptable to the producer. More often than not these are cash against evidence of delivery f.o.b. the carrying ship.'

'For the medium-sized manufacturer, and certainly one who is entering the export field for the first time, it must be difficult to export effectively and economically if he relies on his own resources. The smaller the manufacturer the greater the problem.

'In this situation there is clearly a need for the manufacturer to see if there is anyone who will do his exporting for him or at least take over some of the export procedures. Who can be better placed to help the manufacturer than the export house which devotes 100 per cent of its effort to exporting? The export house provides a service which links the manufacturer with his customer overseas.'

– V. R. B. Smallwood, Director, British Export Houses Association.
(August 5, 1966.)

'Britain's best-known aid to explaining what is meant by good modern design is the permanent, selective exhibition of modern British consumer goods which is maintained at the Design Centre in the Haymarket, London. Here visitors from all over the world can examine some 1,100 products on display and refer to more than 10,000 items which are illustrated in "Design Index" the CoID's record of well-designed British durable consumer goods in current production. Products recorded in the Index are shown in the photographic or sample form with full details of their manufacturer, specification and availability. New products which can be submitted by manufacturers through the CoID's industrial officers are considered weekly by special independent committees.

'On average more than 2,500 visitors come to the Design Centre every day, and it is estimated that the number of trade visitors from overseas averages 200 each week.'

– James Noel White, Deputy Director, Council of Industrial Design.
(July 15, 1966)

'A feature of our export services is our system of overseas representation which has been built up over the past 50 years. In more than 100 countries there is either a body or an individual appointed to watch the interests of CBI members, to keep in regular touch with head office on local developments, and to lend a helping hand to members visiting the market. The great strength of these representatives is that they are part of the local business community and thus actively concerned in the daily life of the country in which they live. They show a high degree of public spirit in the help which they so readily give to British firms – which often goes far beyond the strict line of duty – and we are fortunate to have such devoted service in support of the export effort. They keep in contact with local government and business circles as well, of course, with the British commercial diplomatic officers in the field, and provide valuable reinforcement to our CBI staff at home both in advising on policy matters concerning their territories and in helping to deal with the many thousands of requests for assistance received from members every year.'

– John Whitehorn, Overseas Director, Confederation of British Industry.
(June 24, 1966)

'Those entering the export trade for the first time may feel that the insurance requirements are somewhat complicated, but they will find that the many companies transacting the various types of insurance business will be ever ready to help, as will the insurance brokers, and that the market has a world-wide experience of the intricacies of insuring international trade.'

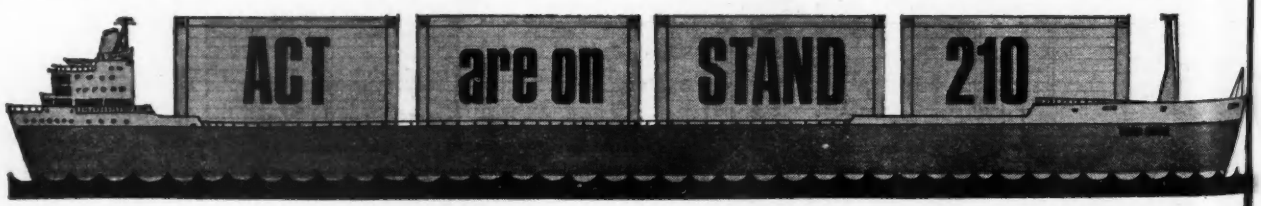
– R. T. D. Wilmot, Secretary-General, British Insurance Association.
(May 27, 1966)

'Chambers of Commerce in the United Kingdom have some 56,000 firms in membership. More than 20,000 of these export, and some of the remainder are perhaps potential exporters. Many of the services for members are available to those already exporting and to those who may be able to export. For example the geographical and industry sections of the larger chambers cover many aspects of market intelligence. The London Chamber, still the largest in the world, has as one might expect the greatest number of geographical sections – 35 in all. The Chamber also produces bi-monthly digests of market information for nine geographical areas. The Leicester chamber on the other hand, prefers to divide its membership into industrial groupings as follows: footwear; dyers and finishers; elastic web; engineering; hosiery machine builders; hosiery manufacturers, leather; lingerie; printing; yarn.'

– A. C. F. Hey, Secretary, Association of British Chambers of Commerce.
(May 20, 1966)

'The potential value of the banks to exporters is difficult to exaggerate. They are readily available and easy to contact; they provide a most suitable mechanism through which to collect the proceeds of an overseas sale or to obtain financial assistance; and through their ancillary services, they are able to give exporters guidance on the majority of the problems likely to be encountered in trading abroad. The extent of this service is widely known – and used – by the established exporters; it also exists for newcomers to exporting, some of whom may not appreciate just how worthwhile a visit to their local branch manager can be.'

– D. A. Stirling, President, the Institute of Bankers.
(April 29, 1966)



Hire purchase and other instalment credit business in July

NEW INSTALMENT credit business extended by finance houses in July continued the improvement shown in June and rose to a level slightly higher than that prevailing in July 1966. [Hire purchase restrictions were tightened towards the end of that month.] As in June the improvement was again largely due to the increase in credit advanced on motor cars. Instalment credit sales by durable goods shops, after allowing as far as possible for normal seasonal influences, showed little change in July from its average level in recent months.

The total instalment credit debt owed to finance houses, durable goods shops and department stores showed an increase during July of £7 million, the first upward movement for 12 months; the increase was in part due to normal seasonal factors.

Finance houses

New credit extended by finance houses in July was 2 per cent higher than in July, 1966 compared with the decreases on a year earlier of between 19 and 26 per cent in the first five months of 1967 and 1 per cent in June. The substantial increase in credit advanced on purchases of new and used motor cars which was shown in June, following the easing of hire purchase restrictions on these vehicles early in that month, was maintained in July and largely contributed to the level of new business.

The debt owed to finance houses rose, partly under normal seasonal influences, by £10 million during July to continue the upward movement which began in June.

Durable goods shops

Instalment credit sales by durable goods shops in July were 8 per cent lower than in July, 1966. This decrease on a year earlier was similar to those recorded in the previous three months but there was some difference in the experience of the two groups of shops shown separately in the tables. Furniture shops, both multiple and independent, showed in July slightly larger percentage decreases on the year earlier position than in the second quarter although this series of figures has tended to fluctuate in recent months. On the other hand, the other durable goods shops showed in July a marginally higher percentage increase on a year earlier to that recorded in the second quarter. Within this latter group of shops, both independent and multiple radio and electrical goods shops showed in July an improvement in credit sales compared with the second quarter.

The debt owed to durable goods shops fell during July by £3 million to stand at the end of July at £244 million.

Other instalment credit retailers

Credit sales by this group of retailers, in which mail order houses predominate, showed in July changes from a year earlier similar to those recorded in the second quarter of this year. The debt outstanding fell during July by £5 million; this decrease probably reflects to some extent the normal seasonal movement in the business of mail order houses.

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1964 1st Qtr.	*74	166	240	212	+28	+41
2nd Qtr.	69	204	273	218	+55	+35
3rd Qtr.	75	181	256	214	+42	+39
4th Qtr.	96	160	256	225	+31	+41
1965 1st Qtr.	71	185	256	232	+24	+36
2nd Qtr.	71	220	291	237	+54	+31
3rd Qtr.	73	176	249	239	+10	+10
4th Qtr.	91	146	237	244	— 7	+ 4
1966 1st Qtr.	63	182	245	256	—11	+ 1
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—50
4th Qtr.	61	100	161	240	—79	—67
1967 1st Qtr.	47	135	182	240	—58	—48
2nd Qtr.	50	174	224	241	—17	—38

(a) Durable goods shops and department stores; not including other instalment credit retailers.
*Fourteen weeks.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct	Nov.	Dec.
Durable goods shops	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	244					
Department stores	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25					
Finance houses	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726					
Total of above	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	995					

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	995					
Other instalment credit retailers*	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170					
Grand Total	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,165					

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

HIRE PURCHASE AND INSTALMENT CREDIT BUSINESS, *continued*

Table 3. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops							
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (b)		Radio and electrical, etc., goods shops (c)					
																	Total (£82)		Multiples (£37)		Independents (d) (£45)	
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17	73	—18	83	— 4	64	—22
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33
4th quarter	97	—26	86	—30	106	—22	93	—31	98	—26	98	—28	98	—25	98	—24	81	—30	97	—19	68	—39
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18	82	— 8	60	—26
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6	85	+ 2	55	—14
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16	65	—23
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	— 9	83	—17	67	—18	79	—11	57	—24
July	97	—10	87	—10	103	— 9	102	—12	99	—10	97	—12	101	— 8	94	— 9	74	—11	83	— 9	67	—13
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—26	98	—25	75	—31	89	—21	64	—40
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46
December (a)	99	—24	93	—26	105	—22	90	—31	106	—24	107	—27	104	—22	95	—22	87	—27	99	—22	76	—32
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27	80	—20	64	—32
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15	83	— 3	66	—25
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11	82	— 2	50	—21
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11	83	— 1	56	—20
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5	87	Nil	59	—10
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2	84	+ 6	51	—12
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4	93	+12	63	— 6

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1966 Year	103	— 1	125	— 6	184	+11	93	—2	124	—3
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5	119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	—5	111	—6
4th quarter	128	— 5	176	— 6	237	+ 8	134	+1	152	—7
1967 1st quarter	89	— 6	90	— 6	170	+ 5	69	—2	108	—6
2nd quarter	96	— 1	110	— 8	186	+ 6	84	—3	118	—1
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	—2
April	98	— 2	117	+ 2	163	+15	84	—5	115	—1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+3
June (a)	89	— 2	114	— 3	170	+14	81	—6	115	—1
July	110	— 1	111	— 3	148	+ 6	87	—4	114	—2
August	78	— 6	97	— 8	148	+14	78	—3	101	—6
September (a)	89	—11	114	—11	179	+ 6	83	—6	116	—9
October	109	— 1	135	— 7	221	+ 8	89	+4	138	—7
November	117	—12	175	— 5	257	+ 6	119	—3	156	—9
December (a)	152	— 3	211	— 7	233	+10	181	+2	161	—6
1967 January	101	—16	82	—11	134	+17	60	—4	98	—8
February	81	— 1	88	— 4	180	+12	61	—2	110	—2
March (a)	86	+ 1	97	— 4	191	— 5	84	—1	115	—7
April	96	— 2	105	—10	185	+14	80	—5	116	+1
May	104	— 3	118	— 9	194	— 1	93	—2	123	—5
June (a)	90	+ 1	108	— 5	180	+ 5	80	—1	114	—1
July	110	NIL	103	— 7	154	+ 4	85	—2	111	—2

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1967 1st quarter	110	—36	95	—30	80	—23	22	—53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
2nd quarter	140	—25	135	—17	100	— 9	59	—10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	—13
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—32
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	—35	95	—29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26
March	117	—37	112	—30	92	—22	29	—51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	—24
April	118	—36	111	—26	93	—16	44	—26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	—19
May	134	—35	126	—25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	—19
June	167	— 2	167	— 1	99	— 2	62	—11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Production of man-made fibres in July

TOTAL PRODUCTION by weight of man-made fibres in July was at about the same level as in July 1966. Within the total, output of continuous filament was 1 per cent less and staple fibre 1 per cent more.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

Man-made fibre production

(million lb. (a))

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1966 1st quarter	108·1	120·5	228·6
2nd quarter	111·6	120·8	232·4
1967 1st quarter	106·6	130·6	237·1
2nd quarter	110·0	130·8	240·8
1966 May	39·1	42·2	81·4
June	36·2	39·5	75·7
July	34·0	39·2	73·2
1967 May	38·1	44·6	82·7
June	36·9	42·6	79·4
July	34·9	39·4	74·3

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Retailers' stocks in July

THE VALUE of stocks held by retailers at the end of July was 1 per cent higher than at the corresponding date in 1966, the same increase as that shown last month but somewhat lower than the average for the first six months of this year.

In volume terms, retailers' stocks showed no change compared with July 1966.

Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137					
1966	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967	+4	+4	+2	+4	+2	+1	+1					
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119					
1966	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967	+1	+1	Nil	+1	Nil	—1	Nil					

Note: Retailers' stocks at end December 1960 were £933 million at current prices.

Shipping movement at United Kingdom ports. Foreign and coastal trade movements in first quarter of 1967

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during the first quarter of 1967 amounted to 42,208 thousand net tons, which was 9 per cent higher than the corresponding period in 1966. Commonwealth vessels accounted for 17,866 thousand net tons.

The net tonnage of foreign vessels entered and cleared with cargo during the quarter, showed an increase of 3,960 thousand net tons over the figure for the same period of 1966. This was largely accounted for by increases in the net tonnage of vessels flying the Swedish (64 per cent), United States (38 per cent) and Liberian (43 per cent) flags.

Entrances and clearances with cargo from and to most trading areas showed increases over the corresponding period of 1966, the largest being an increase of 1,836 thousand net tons (43.5 per cent) for East Africa, Persian Gulf (India) area.

Arrivals and departures with cargo of vessels in the foreign trade at the ports of London and Southampton increased by 1,089 thousand net tons and 631 thousand net tons respectively when compared with January-March 1966.

Total arrivals and departures with cargo in the coasting trade showed a 2.3 per cent decrease compared with the same quarter of 1966. The most notable decreases in the individual port figures were for Liverpool and London, being 375 thousand net tons and 214 thousand net tons respectively, while Southampton showed an increase of 229 thousand net tons.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movements at United Kingdom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of March 1966	5,448	9,377	4,087	164	5,126	4,805	4,712	2,252	147	2,313
Month of March 1967	5,459	9,739	3,686	184	5,869	4,620	5,144	2,343	137	2,664
Three months ending March 1966	15,038	25,338	10,777	490	14,071	13,028	13,402	6,671	417	6,315
Three months ending March 1967	15,884	27,854	10,311	591	16,952	13,206	14,354	6,568	396	7,392
In ballast: Month of March 1966	1,442	1,814	888	32	894	2,464	6,866	2,633	109	4,124
Month of March 1967	1,341	2,001	863	39	1,098	2,371	6,916	2,409	97	4,409
Three months ending March 1966	3,969	5,261	2,407	115	2,740	6,547	18,557	6,866	304	11,387
Three months ending March 1967	4,019	5,833	2,674	132	3,027	6,985	19,924	6.618	295	13,011

(1) Includes Irish Republic and South Africa.

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WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on oversea regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Table 2. Foreign trade entrances and clearances with cargo

Nationality of vessels	Entered				Cleared			
	March		Three months ended March		March		Three months ended March	
	1966	1967	1966	1967	1966	1967	1966	1967
	Number of vessels							
United Kingdom	1,750	1,600	4,725	4,500	1,498	1,340	4,125	3,861
Other Commonwealth	141	133	368	381	158	124	417	373
Foreign	3,557	3,726	9,945	11,003	3,149	3,156	8,486	8,972
Total	5,448	5,459	15,038	15,884	4,805	4,620	13,028	13,206
	Thousand net tons							
Commonwealth (1)								
Registered in United Kingdom	4,087	3,686	10,777	10,311	2,252	2,343	6,671	6,568
Registered in Canada	—	—	7	1	—	—	14	—
Registered in other countries	164	183	483	590	147	137	403	394
Soviet	52	82	159	301	29	23	113	57
Finnish	57	78	171	227	29	53	91	131
Swedish	247	402	752	1,175	128	219	296	554
Norwegian	1,312	1,316	3,414	3,823	437	459	1,204	1,165
Danish	304	314	811	745	149	189	431	553
Polish	15	24	59	78	12	12	30	37
German (Federal Republic)	409	457	1,009	1,217	254	311	715	807
Dutch	513	542	1,595	1,558	419	420	1,200	1,267
Belgian	203	245	554	582	160	208	420	492
French	277	313	810	816	144	207	489	587
Spanish	58	57	181	176	82	71	195	197
Italian	169	129	348	428	30	25	45	55
Yugoslav	19	17	30	85	5	10	17	28
Greek	188	215	517	631	97	75	190	205
United States of America	172	211	525	701	141	148	355	511
Panamanian	99	270	435	631	23	48	126	96
Liberian	788	921	2,141	3,072	86	61	160	217
Other	244	276	559	707	88	127	237	432
Total foreign	5,126	5,869	14,071	16,952	2,313	2,664	6,315	7,392
TOTAL	9,377	9,739	25,338	27,854	4,712	5,144	13,402	14,354
Trading areas:								
Irish Republic	374	334	1,035	961	406	343	1,116	1,006
Northern Europe (Foreign)	2,033	2,294	5,853	6,616	1,855	2,025	5,263	5,864
Europe (Atlantic) and Western Mediterranean Countries	991	1,062	2,689	2,904	635	693	1,941	1,838
Central and Eastern Mediterranean Countries	1,365	1,027	3,451	2,995	152	168	408	517
West and South Africa	765	669	2,029	2,059	245	239	724	720
East Africa, Persian Gulf, India	1,300	1,823	3,603	5,378	252	257	619	680
Eastern Asia and Islands in the Pacific	268	375	733	814	175	299	564	690
Australasia	345	298	917	742	176	134	518	445
North America (Atlantic Coast)	868	834	2,127	2,311	559	659	1,419	1,633
West Indies and Central America (Atlantic Coast)	818	806	2,112	2,504	145	220	448	650
South America (Atlantic Coast)	151	55	441	206	70	44	219	130
South and Central America (Pacific Coast)	38	29	108	56	12	18	42	60
North America (Pacific Coast)	56	130	217	291	32	44	122	117
Other areas	5	5	22	16	—	2	—	5
Total Commonwealth Countries(1)	2,595	2,436	7,241	7,207	1,202	4,112	3,691	6,153
Total Foreign Countries	6,782	7,302	18,097	20,648	3,509	1,033	9,711	8,201
TOTAL	9,377	9,739	25,338	27,854	4,712	5,144	13,402	14,354

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports, January-March 1967

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	3	1		11		22	5	16	26	8	16	28
Bristol	1,048	921	421	1,079	945	442	137	146	147	1,119	946	407
Cardiff	332	405	227	441	493	280	126	175	95	484	496	256
Dover	983	1,110	896	1,360	1,785	1,404	879	1,039	797	1,321	1,746	1,389
Falmouth (inc. Truro)	15	16	8	376	262	72	13	8	6	495	384	86
Folkestone	135	114	87	138	140	103	135	130	96	147	145	106
Grimsby (inc. Immingham)	798	869	626	928	993	701	235	350	322	860	1,031	733
Harwich	1,195	1,423	1,143	1,248	1,478	1,211	1,194	1,377	1,118	1,231	1,474	1,221
Holyhead	316	327	248	316	330	253	312	327	249	315	334	257
Hull	1,102	1,252	1,013	1,164	1,361	1,124	442	678	808	1,212	1,329	1,138
Lancaster	38	94	14	41	98	27	21	4	13	37	119	30
Liverpool	3,528	3,542	1,349	4,243	4,214	1,582	1,618	1,628	965	4,330	4,286	1,543
London	7,433	8,424	3,663	9,313	10,242	4,377	3,775	3,873	2,630	9,533	9,755	4,367
Manchester (inc. Runcorn)	1,487	1,493	690	1,579	1,610	799	372	475	531	1,298	1,375	822
Middlesbrough	736	853	386	925	1,180	552	462	593	369	1,003	1,191	553
Milford Haven	1,938	2,178	186	2,139	2,495	328	262	409	114	2,045	2,391	290
Newhaven	91	124	127	95	129	138	98	113	125	102	116	137
Newport (Mon.)	336	210	146	485	374	229	238	245	214	520	405	260
Plymouth	68	66	123	93	100	218	238	42	124	279	95	215
Southampton	3,066	3,528	634	4,685	4,121	808	1,249	1,418	509	3,882	4,221	800
Swansea	158	178	101	517	504	320	487	520	366	611	654	407
Tyne ports	489	532	349	742	741	423	299	303	260	913	785	408
Glasgow	1,310	1,293	362	1,491	1,443	411	617	541	218	1,470	1,599	425
Grangemouth	296	382	312	390	458	367	324	310	263	517	441	348
Greenock	75	62	26	347	219	64	23	10	18	335	187	51
Leith	192	193	268	200	199	276	78	75	166	173	164	240
Belfast	477	490	270	537	538	327	127	109	117	410	610	280
Other ports	1,970	2,051	4,041	2,566	2,721	5,405	1,184	1,267	3,482	2,545	2,857	5,606
TOTAL	29,613	32,130	17,723	36,441	39,181	22,264	14,950	16,179	14,148	37,197	39,153	22,403

(Continued on next page)

SHIPPING MOVEMENT AT UK PORTS, *continued*

Table 4. Coasting trade arrivals and departures at principal ports, January-March 1967

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	1	2	15	431	328	434	427	325	418	431	335	432
Bristol	426	410	278	527	487	764	212	175	510	502	508	824
Cardiff	145	164	172	328	273	472	117	67	256	309	232	501
Cowes	375	465	2,071	913	1,019	4,387	335	436	1,889	908	1,015	4,374
Falmouth	45	29	49	203	288	177	27	23	66	61	138	135
Hartlepool	9	6	24	109	133	172	90	113	115	112	132	140
Hull	312	302	118	570	473	379	298	177	192	510	447	357
Immingham	153	200	47	448	463	252	351	212	141	524	318	182
Lancaster	383	335	235	432	383	385	387	307	368	417	362	380
Liverpool	760	576	646	1,036	824	999	730	539	716	1,125	976	1,084
London	1,964	1,775	1,355	2,514	2,355	2,173	675	650	751	2,641	2,382	2,126
Manchester	347	325	189	467	446	448	216	213	243	464	462	440
Middlesbrough	97	84	92	314	342	385	122	118	210	289	285	356
Milford Haven	64	83	23	1,001	871	442	1,063	1,002	480	1,110	1,056	506
Newport (Mon.)	97	77	308	156	123	359	4	2	7	118	91	334
Portsmouth	97	97	464	662	686	2,769	20	21	215	658	666	2,734
Preston	276	265	529	305	298	601	257	259	506	313	313	623
Southampton	630	653	1,976	1,378	1,491	2,696	1,079	1,285	2,245	1,247	1,461	2,707
Sunderland	54	61	59	411	387	461	339	299	364	383	354	443
Swansea	30	47	96	438	474	932	309	292	738	349	362	845
Tyne ports	177	151	42	842	825	586	462	418	423	679	713	597
Glasgow	294	364	279	469	557	392	242	205	236	472	374	370
Belfast	1,584	1,527	1,809	1,649	1,629	1,987	1,265	1,454	1,482	1,653	1,801	2,136
Other ports	3,352	3,537	7,353	4,517	4,574	10,257	2,353	2,398	4,447	4,495	4,511	10,104
TOTAL	11,675	11,535	18,229	20,118	19,726	32,909	11,382	10,990	17,018	19,772	19,295	32,730

Table 5. Shipping movements at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total 1,000 net tons	Commonwealth (a) 1,000 net tons	Foreign 1,000 net tons	No. of vessels	Total 1,000 net tons	Commonwealth (a) 1,000 net tons	Foreign 1,000 net tons
With cargo: Month of March 1966	5,963	3,631	2,718	913	5,746	3,512	2,681	832
Month of March 1967	5,474	3,229	2,545	684	5,087	3,023	2,396	627
Three months ending March 1966	16,626	9,903	7,762	2,141	16,176	10,034	7,709	2,325
Three months ending March 1967	15,950	9,819	7,672	2,147	15,282	9,455	7,328	2,127
In ballast: Month of March 1966	5,239	2,982	2,284	698	5,301	2,777	2,204	573
Month of March 1967	4,997	2,610	1,937	674	5,184	2,640	1,981	660
Three months ending March 1966	14,785	8,364	6,412	1,954	14,855	7,886	6,191	1,695
Three months ending March 1967	14,467	8,080	6,022	2,058	14,744	7,839	5,926	1,913
Coasting Trade – United Kingdom								
With cargo: Month of March 1966	6,867	4,278	3,282	996	6,344	3,995	3,104	891
Month of March 1967	6,271	3,803	3,024	779	5,663	3,491	2,793	698
Three months ending March 1966	19,183	11,675	9,347	2,328	17,846	11,382	8,911	2,471
Three months ending March 1967	18,229	11,535	9,117	2,418	17,018	10,990	8,494	2,496
In ballast: Month of March 1966	5,300	3,002	2,298	704	5,718	2,978	2,359	619
Month of March 1967	5,060	2,641	1,954	687	5,495	2,803	2,114	689
Three months ending March 1966	14,977	8,443	6,450	1,994	15,986	8,390	6,611	1,779
Three months ending March 1967	14,680	8,191	6,101	2,090	15,712	8,305	6,293	2,012

(a) Commonwealth and Irish Republic.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, September 1, 1967.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Mining Review No. 1 – 21st Year	Br/E 32617	11	August 31	Data Film Distributors Ltd.	National Coal Board.
Ouch!	Br/E 32618	27	September 1	Monarch Film Corp. Ltd.	Cabal Productions Ltd.
Pathe News 67-69	Br/E 32307	7	September 1	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-70	Br/E 32308	8	September 1	" " "	" "
Movietone News 1994	Br/E 32441	7	September 1	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1994A	Br/E 32442	8	September 1	" "	" "
FOREIGN					
Terror in Tokyo	F 32613	100	August 29	Miracle Films Ltd.	P.A.C., Paris and Victory, Rome.
In the Heat of the Night	F 32614	109	August 29	United Artists Corp. Ltd.	The Mirisch Corp.
Grand Prix	F 32615	170	August 30	Metro-Goldwyn-Mayer Pictures Ltd.	John Frankenheimer Productions, Joel Productions Inc. and Cherokee Productions.
Botswana	F 32616	19	August 31	Columbia Pictures Corp. Ltd.	Roan Selection Trust Ltd., Film Unit, Ndola, Zambia.

Trends in insurance companies' investment

TOTAL NET INVESTMENT by insurance companies in the second quarter of 1967, at £188 million, was some £38 million higher than in the previous quarter and some £31 million higher than in the same quarter of 1967. Two of the most significant features of the second quarter's investment were a continuation of the heavy investment in British Government securities seen in recent quarters, and a substantial rise in holdings of liquid assets.

Life funds

Net investment by the life funds was £172 million, £27 million above the previous quarter's level and slightly higher than the previous highest quarterly total (in the fourth quarter of 1965) since these statistics began in 1963. Investment in public sector securities at £46 million was below the previous quarter's level, although still very much higher than the average level during 1966. Investment in British Government securities, at £38 million, was mainly concentrated in short-dated securities (with up to five years to maturity) and long-dated securities (with over 15 years to maturity).

Net investment in company securities in the second quarter was at almost exactly the same level as in the first quarter (£46 million). There was a small rise in investment in ordinary shares, although it remained at a low level compared with a year earlier. Disinvestment in preference shares continued in the second quarter. Investment in mortgages and loans, both for house purchase and for other purposes, was lower than in the previous quarter. Investment in land, property and ground rents also fell, from £28 million in the first quarter to £22 million in the second quarter. In total, investment in securities, etc., was some £29 million lower in the second quarter than in the first quarter. Like private pension funds[1], the life funds evidently preferred to become relatively liquid at a time when long term interest rates were rising, and holdings of cash and other short-term assets rose by £35 million during the quarter (by far the largest quarterly increase since these statistics began in 1963), after they had been falling gradually over the previous four quarters. It must, however, be remembered that since these quarterly statistics exclude changes in agents balances, etc., which are collected only annually, part of the quarterly changes may be due to changes in these items.

General funds

Net investment by general funds in the second quarter, at £16 million, was substantially higher than in the first quarter, although little changed from the second quarter of 1966. Net disinvestment in public sector securities continued, although investment in company securities, mainly ordinary and preference shares, was higher in the second quarter than in the first. In total, investment in securities, etc., was only some £3 million, compared with £7½ million in the previous quarter. General funds, like the life funds, preferred to become relatively liquid, and cash and other short-term assets rose by £13 million. However, changes in agents' balances, etc., can be reflected to a marked degree in the quarterly fluctuations in the investment of general funds.

(1) See *Board of Trade Journal*, September 1, 1967, page 523.

Notes:

The statistics relate to the United Kingdom insurance companies which are members of the British Insurance Association and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also exclude assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Fuller definitions are given in the *Board of Trade Journal* of August 4, 1967 (page 275). The figures have been rounded and totals are not always equal to the sums of their components.

Transactions at cash values in assets of insurance companies

£ million

Assets	Life Funds					General Funds					Combined Funds				
	Net Investment 2nd qtr. 1966	Net Investment 1st qtr. 1967	2nd quarter, 1967			Net Investment 2nd qtr. 1966	Net Investment 1st qtr. 1967	2nd quarter, 1967			Net Investment 2nd qtr. 1966	Net Investment 1st qtr. 1967	2nd quarter, 1967		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 4·0	— 1·4	51·5	21·9	+29·6	— 2·5	— 4·2	20·5	21·8	— 1·3	— 6·5	— 5·6	72·1	43·7	+28·3
Over 5 and up to 10 years	— 8·3	— 4·2	18·8	11·8	+ 7·1	— 0·9	— 4·3	7·8	5·1	+ 2·7	— 9·2	— 8·5	26·7	16·9	+ 9·8
Over 10 and up to 15 years	— 4·6	— 14·4	12·0	12·4	— 0·4	— 0·7	— 2·1	3·3	6·1	— 2·8	— 5·3	—16·5	15·3	18·5	— 3·3
Over 15 years	+ 19·2	+ 67·4	108·7	91·9	+16·9	— 0·2	+11·0	8·8	13·9	— 5·1	+19·1	+78·4	117·6	105·8	+11·8
Undated	+ 4·5	+ 5·4	10·9	26·4	—15·6	+ 0·1	+ 0·3	0·5	0·6	— 0·1	+ 4·7	+ 5·6	11·4	27·1	—15·7
United Kingdom local authorities, etc., securities	+ 1·5	+ 1·9	14·7	6·3	+ 8·4	+ 1·5	— 1·0	3·9	6·1	— 2·2	+ 3·0	+ 0·9	18·7	12·4	+ 6·2
Total of public sector securities	+ 8·3	+ 54·7	216·7	170·6	+46·0	— 2·5	— 0·2	44·9	53·7	— 8·8	+ 5·8	+54·5	261·6	224·3	+37·2
Other investments:															
Company securities:															
Ordinary shares	+ 23·9	+ 6·3	52·2	43·9	+ 8·4	+ 5·1	+ 5·8	16·9	7·7	+ 9·1	+29·0	+12·1	69·1	51·6	+17·5
Preference shares	— 2·9	— 10·6	4·0	12·5	— 8·5	+ 9·0	+ 1·3	5·6	1·8	+ 3·7	+ 6·1	— 9·4	9·5	14·3	— 4·7
Debentures, etc.	+ 52·5	— 50·5	56·1	9·6	+46·5	—	— 0·3	2·6	4·5	— 1·9	+52·4	+50·1	58·7	14·1	+44·6
Mortgages and loans:															
Home – House purchase loans	+ 12·0	+ 11·8	29·6	21·8	+ 7·8	+ 0·4	+ 0·3	1·2	0·9	+ 0·4	+12·4	+12·1	30·8	22·6	+ 8·2
Other mortgages and loans	+ 23·5	+ 24·4	39·0	25·0	+14·0	+ 0·2	— 0·4	0·3	0·4	— 0·1	+23·4	+24·1	39·3	25·4	+13·9
Overseas	+ 0·3	+ 0·9	0·4	0·2	+ 0·2	—	— 0·1	—	—	—	+ 0·3	+ 0·8	0·5	0·2	+ 0·2
Overseas government, etc., securities	— 2·5	—	1·7	1·4	+ 0·2	—	+ 0·4	1·5	2·2	— 0·7	— 2·5	+ 0·4	3·2	3·6	— 0·4
Land, property and ground rents	+ 28·4	+ 28·1	24·2	2·0	+22·1	— 0·6	+ 0·9	2·0	0·6	+ 1·4	+27·8	+29·0	26·2	2·6	+23·5
Other investments	+ 4·4	— 0·3	0·2	0·4	— 0·2	—	—	0·3	0·3	—	+ 4·4	— 0·2	0·5	0·6	— 0·2
Total of other investments	+139·6	+111·0	207·4	116·7	+90·7	+13·7	+7·9	30·4	18·5	+11·9	+153·3	+118·9	237·8	135·2	+102·6
Total of investments	+147·9	+165·7	424·0	287·3	+136·7	+11·2	+ 7·7	75·4	72·2	+ 3·1	+159·1	+173·4	499·4	359·5	+139·9
			BALANCES					BALANCES					BALANCES		
			Mar. 31, 1967	June 30, 1967				Mar. 31, 1967	June 30, 1967				Mar. 31, 1967	June 30, 1967	
Cash and other short-term assets:															
Cash in hand and with UK banks	— 14·8	— 15·2	11·5	32·4	+ 20·9	+ 3·5	— 4·9	36·3	45·1	+ 8·8	—11·3	— 20·2	47·8	77·5	+ 29·7
UK local authority bills and temporary money	+ 3·8	— 5·4	9·8	20·2	+ 10·4	— 3·7	+ 1·3	7·1	11·5	+ 4·3	+ 0·1	— 4·1	16·9	31·7	+ 14·8
Other short-term assets	+ 4·2	— 0·5*	11·2*	15·0	+ 3·8	+ 4·5	+ 1·6	24·3	24·1	— 0·1	+ 8·8	+ 1·1*	35·5*	39·1	+ 3·6
Total cash and other short-term assets	— 6·7	— 21·1*	32·5*	67·6	+ 35·1	+ 4·3	— 2·1	67·7	80·7	+13·0	— 2·4	— 23·2*	100·2*	148·3	+ 48·1
Total net investment	+141·2	+144·5*			+171·8	+15·5	+ 5·6			+16·2	+156·6	+150·2*			+188·0

— = nil or less than £·05 million.
* Revised figures.

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- superphosphate (17—18 per cent P_2O_5).
- compound fertilizers (types 23.23.0 and 16.48.0).
- HEXACLORAN (R) (hexaclorine-dyclohexane—active substance for formulations).
- DETOXAN (R) (dichlorine-diphenyl-trichlorethane—active substance for formulations).
- CRIPTODIN (R) (mercury salts based fungicide).
- MERCURAN (R) (fungicide and insecticide containing mercury salts and hexachlorine-cyclohexane).
- HORTITOX (R) (horticultural oil for spraying during the vegetative rest).
- DIBUTOX (R) (insecticide based on 2·4 dinitro-ortho-secondary-butyl-phenol).

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Export Credits Guarantee Department

DURING THE quarter ended June 30, 1967, the Export Credits Guarantee Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1967, up to a maximum of £152,743,315 in respect of guarantees amounting to £250,171,976.

(b) under Section 2 of the Export Guarantees Act, 1949-1967, up to a maximum of £52,004,247 in respect of guarantees amounting to £53,520,570.

ECGD business in the second quarter of 1967

IN THE SECOND quarter of 1967 ECGD insured 'commercial' business amounting to £446.5 million. This figure represents a 30 per cent increase over the same period of last year, though only slightly up on the record £442.2 million of the previous quarter of this year. The current maximum liability at the end of the quarter was £1,488.2 million as against £1,280.1 million a year ago.

New 'commercial' business insured during the quarter on terms exceeding six months' credit included contracts for fertilizer plant (£16.6 million), radar equipment (£5.0 million) and aircraft (£3.1 million).

Formal quarterly statement

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Act) at the end of the second quarter of 1967 was 9,650. This compared with 9,338 at the beginning of the quarter, and 8,659 at the end of the corresponding quarter last year.

The face value of Comprehensive policies current at the end of the quarter was £1,974.5 million, compared with £1,931.2 million at the beginning of the quarter, and £1,772.7 million at the end of the corresponding quarter last year.

New Specific policies (covering individual contracts) to a face value of £46.3 million were issued during the quarter. Taking these together with new contracts involving more than six months' credit declared under Comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months' credit was £102.3 million, compared with the quarterly average over the previous 12 months of £63.8 million.

The combined value of all Comprehensive and Specific insured business (excluding Services) declared as shipped during the quarter amounted to £442.3 million, compared with £435.2 million in the previous quarter and £339.8 million in the corresponding quarter last year.

The number of Comprehensive bank guarantees (under Section 1 of the Act) current at the end of the second quarter of 1967 was 597, compared with 524 at the beginning of the quarter and 18 at the end of the corresponding quarter last year. One hundred and twenty-two new Specific bank guarantees were issued under Section 1 during the quarter.

Economic Trends: August 1967

THE TREASURY announce that the August issue of *Economic Trends* was published by the Central Statistical Office on August 31 (HMSO, price 7s.). In addition to the regular monthly article by HM Treasury on the economic situation, it contains an article on contractual saving in the United Kingdom by Mr. Lawrence S. Berman of the Central Statistical Office. The usual quarterly table on net liabilities in sterling and non-sterling currencies appears on page 40 of the publication.

EFTA trade in the first half of 1967

ACCORDING TO FIGURES released by the EFTA Secretariat in Geneva, EFTA trade in the first six months of 1967 has once again developed strongly. Total exports of the EFTA countries combined were 7.7 per cent higher than in the same period of the previous year, while imports rose by 6.2 per cent. Seasonally adjusted data show that EFTA countries' total exports increased in the second quarter by 2.8 per cent over the first quarter and imports by 1.0 per cent.

The move towards stronger trade relations between EFTA countries has continued during the first half of 1967 and trade between them has increased very much more than their trade with the world as a whole. Intra-EFTA exports during the first six months of the current year were 14.4 per cent higher than in the same period of 1966. On a seasonally adjusted basis, intra-EFTA trade increased by 5.7 per cent from the first to the second quarter 1967.

Trade between EFTA countries

All EFTA countries, except Portugal, increased their imports from their partners in the Association more than their total imports, while only Finland and the United Kingdom increased their total exports in the first half of 1967 more than their exports to other EFTA countries.

The overall rise of 14.4 per cent in intra-EFTA trade in the first half of 1967, compared with a year earlier, is well above both the rise of 9.4 per cent recorded for 1966 as a whole and the average annual rise of 11.4 per cent from 1959 to 1966.

It is thus becoming increasingly clear, says the Secretariat, that the final removal of virtually all protective tariffs and quota restrictions within EFTA at the end of 1966 is producing the desired and expected result.

EFTA-EEC trade

The rise in EFTA imports from the European Economic Community in the first half of 1967 was less than the increase in total EFTA imports in this period. They were only 3.8 per cent higher than in the previous year, compared with an annual average increase of 9.4 per cent from 1959 to 1966. All EFTA countries increased their intra-EFTA imports much more than their imports from the EEC. Finland, Portugal and Sweden in fact reduced their imports from the Community.

EFTA exports to the EEC have continued to fall in the first half of 1967. They were 1.8 per cent lower than a year earlier. This compares with an average annual increase of 9.2 per cent recorded from 1959 to 1966. Only Norway, Switzerland and the United Kingdom increased their sales to the Community in the first half of 1967.

EFTA trade with the USA

In the first half of 1967 EFTA imports from and exports to the United States both rose. Exports were 2.8 per cent higher than a year earlier, while imports increased by 2.2 per cent. Half of the EFTA countries increased their imports from the United States, and half also increased their exports; however, only Norway and the United Kingdom increased both their imports from and their exports to the United States in this period.

EFTA trade with the rest of the world

In EFTA trade with the rest of the world, exports were 11.1 per cent higher than in the first half of 1966, while imports rose by 5.4 per cent.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Exhibitions and Fairs

First joint venture at American Hospital Association Exhibition

A report from the British Consulate General, Chicago

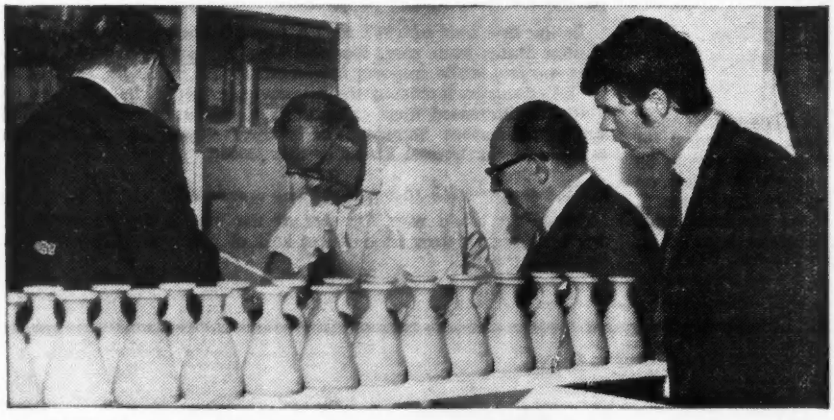
Mr. Robert Ross and Mr. R. S. Marks of Medical & Industrial Equipment Ltd. answer visitors' questions at the American Hospital Association Exhibition. Ten British firms participated in the first joint venture there organized by the Board of Trade and the Surgical Equipment and Appliances Export Group.

'WELCOME to Chicago, we are glad you are here' was the greeting which met the first British joint venture display at the 69th Annual American Hospital Association exhibition, which was held at the Amphitheatre, Chicago, from August 21 to 24, 1967. Ten British firms participated under the joint sponsorship of the Board of Trade and the Surgical Equipment and Appliances Export Group. Their products included operating tables, teaching machines, a modular operating theatre system, surgical instruments and equipment, tubular bandages, anaesthetic equipment, x-ray film and disposable bedpans.

This exhibition covers a very wide range of products and services. There were nearly 600 exhibitors at this year's show, displaying all types of products used in medical care and surgery, hospital outfitting and construction, and offering various related services. There is normally little foreign participation in the show. Two British companies exhibit regularly through their American subsidiaries and there were two other European companies present. The exhibition is of a very high standard, and the organizers were not sure what would be the effect of the forced move this year to the International Amphitheatre as a result of the destruction of McCormick Place, the regular venue, last January. The less convenient location of the Amphitheatre, however, had little effect on the attendance. The organizers reported that 10,700 people visited the show. A large proportion of them were hospital administrators from both civilian and military establishments. Others were attending one of the other seven conventions which meet simultaneously with the Hospital Association, and came from such groups as hospital consultants and planners, purchasing agents and public relations advisers and nurse anaesthetists. This year the International Hospital Federation also met in Chicago and its members, from many different countries, visited the exhibition on its final day.

The British exhibitors were delighted with the friendly reception which they met with from visitors and American exhibitors alike. They were, however, surprised at the Americans' lack of knowledge of the type of product and the high quality which British firms can offer, to say nothing of their new ideas and innovations. This was the first British joint venture in this show and it was to be expected that it would be something of a fact-finding and public relations exercise rather than an opportunity for selling. Only one British firm finally decided that a specialist show rather than a general one would be more attractive to them in the future; the others described the show as successful and were able to give valuable support to their established agents or make a number of contacts with prospective distributors. Some British firms even took orders for their products.

Next year the exhibition will be held in Atlantic City, New Jersey, from September 16 to September 19. The organizers are the American Hospital Association, 840 North Lake Shore Drive, Chicago, Illinois 60611.



Mr. Hans Muys (right), foreign correspondent of De Standaard, *Belgium, and Mr. Nestor Eemans, political and parliamentary correspondent of* La Dernière Heure, *pictured with Mr. John Dunscombe (left), chief regional officer of the North Midlands Region of the Central Office of Information, watching a 'thrower' during a visit to the Barlaston factory of Josiah Wedgwood and Sons Ltd. The two journalists were visiting England in preparation for British Week in Brussels, which will be opened by Princess Margaret on September 29.*

Window display competition for Brussels

TO INCREASE the effect of their participation in British Week in Brussels (September 29 to October 27) and following their policy of co-operative export selling, James Neill & Co. (Sheffield) Ltd., the manufacturers of Eclipse tools, are joining forces with Cintride Ltd., manufacturers of hard-metal tools to sponsor a window display competition, for which some 60 entries have already been received. Special display material has been produced and is available free of charge to any entrant. Cash prizes of £100 and £50 will be awarded for the displays considered best by the panel of independent judges and a visit to the United Kingdom for two is being offered as a bonus to the 1st and 2nd prize-winners.

The awards will be made by Mr. J. H. Neill, chairman and managing director of James Neill and Mr. H. Pinder, managing director of Cintride, at a reception which will take place at the Westbury Hotel, Brussels, on October 6.

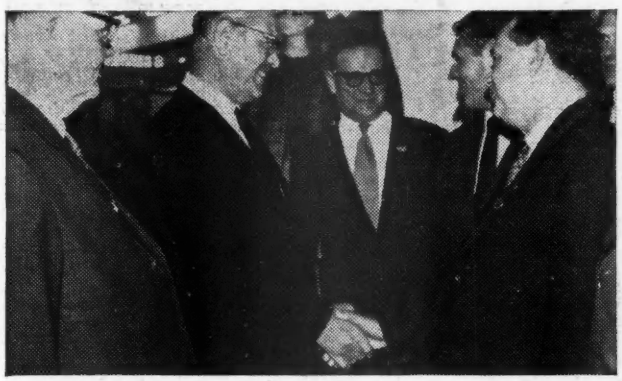
Throughout British Week demonstrations of Eclipse and Cintride tools will be given at the Galeries Anspach, a leading Brussels store.

Sothebys' first overseas auction sales

SOTHEBYS will hold their first ever auction sale abroad during British Week in Toronto.

This was announced at a press conference at their New Bond Street showrooms on September 5, when the objects for sale during British Week, totalling some 600 lots and including more than 250 paintings and water-colours, were shown.

Five sales in all have been organized in co-operation with the Robert Simpson Company Ltd., Toronto, and Air-Canada. They will be held at Simpsons department store in Toronto from October 16 to 20.



Mr. Raymond Cullen (second from left), chairman of The Calico Printers' Association, led his Group's delegation to Moscow for the opening of Odezhda, the Moscow International Clothing Exhibition for which the Board of Trade is organizing the British section under the joint venture scheme. Nine of CPA's fashion and fabric subsidiaries were represented in the Group's 1,000 sq. ft. display, including London Maid's coats and suits and Teddy Tinling's tennis dresses. CPA have already sold over £1 million worth of fashion goods and materials to the USSR this year. Mr. Cullen commented: 'From the amount of interest being shown at the exhibition both by the official delegations and the general public we have no doubt that more orders will follow soon.' Picture shows Mr. Cullen greeting the Russian Foreign Trade Minister, Mr. N. Patolichev, at the CPA stand.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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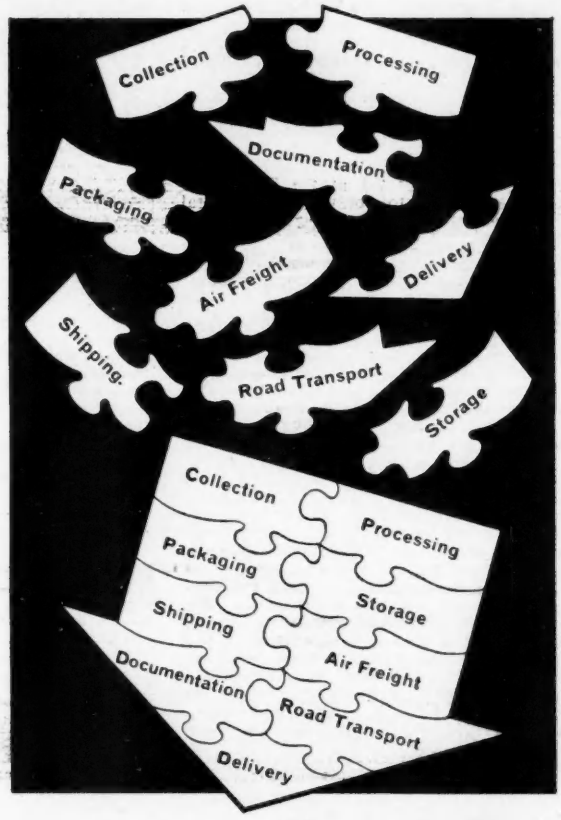
4 HARROGATE annually entertains over 200 conferences, trade fairs and exhibitions.	5 HARROGATE has well equipped halls for conference and social functions.	6 HARROGATE has a purpose built exhibition centre with over 40,000 sq. ft. of unrestricted floor space at street level adjoining its main conference hall.
7 HARROGATE has free car parking facilities for over 1,000 cars in the exhibition and conference area.	8 HARROGATE has the practical *'know how'* gained from accommodating over 4,000 conferences in the post war period.	9 HARROGATE is Britain's leading inland resort, holiday and touring centre.

WRITE T. N. BRYANT, INFORMATION BUREAU FOR HARROGATE'S NEW CONFERENCE, TRADE FAIR AND EXHIBITION BROCHURE.

Isn't this what the **Export Services Exhibition** is all about?



Come and meet the men who know, on the **Hay's Wharf** Stand (Nos. 87 & 104) at **Olympia** National Hall, September 11-15

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Successful British participation at the Men's Fashion Week Cologne

A report by the Commercial Department, British Embassy at Bonn

WHEN the Men's Fashion Week at Cologne closed on August 27, nearly 21,000 retailers and buyers from 38 countries had paid the equivalent of 14s. for the privilege of visiting some 600 exhibitors from 19 different countries. There were 13 per cent more German visitors this year than last year and 8 per cent more foreign visitors.

The results of this Fair were awaited with considerable suspense because of the present recession in the German economy. But in the event business transacted at the Fair varied from satisfactory to outstanding. Several British firms offering colourful garments were overwhelmed by the orders they received.

For the first time, Great Britain provided the largest foreign group with 67 exhibitors and six represented firms. The Board of Trade gave full support to two joint venture stands which occupied nearly 10,000 sq. ft. each. Forty-three firms exhibited in conjunction with the Clothing Manufacturers' Federation of Great Britain and the 20 members of the British Menswear Guild came to Cologne for the first time to show their superb merchandise in a separate hall. The stands for the Federation and for the Guild were both designed by the Central Office of Information and attracted favourable comment. In fact the spacious, dignified lay-out of the British Menswear Guild stand was considered by many visitors to be the high-light of the Fair.

Many British would-be exporters are deterred from trying to sell to Common Market countries by the tariff barrier, but this Fair proved that price alone was by no means a deciding factor. Buyers who were looking for top quality merchandise obviously considered price to be a secondary importance. Firms offering Carnaby Street fashions discovered a ready market and even exhibitors displaying conservative, moderately priced menswear found that British style and finish was much appreciated.

Apart from the Common Market countries, thousands of buyers from EFTA countries visited the Fair and sought new contacts. It cannot be emphasized too strongly that the Cologne Consumer Goods Fairs are shop windows not only for Europe but for most of the world. British exhibitors received inquiries and took orders from the whole of Europe and from places as far away as Tokyo, Bermuda and the United States – in fact from almost everywhere in the World. Another exhibitor had his stand full of customers non-stop from Saturday lunchtime until the Fair closed. He sold every class of goods except bowler hats. He has been coming to Cologne for several years and each year has done better business than previously. His experience offers clear proof that continuity is essential for long term success.

A section of the Fair was set aside for the 'Forum of Men's Fashion', where 260 exhibits from foreign and domestic manufacturers were on permanent display. This provided an opportunity for buyers to obtain a quick overall impression of the goods on offer.

During the Fair, eight fashion parades were attended by full capacity audiences in spite of a relatively high entrance fee. Each parade featured about 100 garments which illustrated both current and future trends.

The British exhibitors were visited by Sir Frank Roberts, HM Ambassador in Bonn, on the first day and by Mr. S. L. Edwards, the Minister (Economic), on the Saturday. Their keen interest in British manufacturers' efforts to improve their export figures was greatly appreciated.

Sir Frank Roberts at the Macintosh stand during Men's Fashion Week in Cologne. From left to right are Mr. M. K. Reid, Director of Clothing Manufacturers' Federation of Great Britain, Sir Frank Roberts, Mr. L. W. V. Raybould, British Embassy, Bonn, Mr. W. Lemkin, C.B.E., F.C.I., Chairman of the Board of Directors of the Macintosh Group of Companies.

The next Men's Fashion Week will be held during August 1968 on the upper and lower floors of Hall 12 and 13. Hall 13 is a magnificent new structure which has been completed at a cost of £5 million and which will offer every conceivable facility to exhibitors. British manufacturers of men's clothing and accessories who have not yet shown at Cologne would be well advised to contact their relevant trade associations or the Board of Trade at an early date to discuss possible participation.

Sir Frank Roberts visited the British Menswear Guild stand at the Cologne Men's Fashion Week. (August 25-27). Sir Frank is on the left of the picture and behind him is Mr. L. W. V. Raybould (2nd Secretary Bonn), while to his left are Mr. Derek Rose, chairman of the Guild, and Herr Friz, Joseph Dawson's Swiss manager, European Office. The Guild had their own hall, with a total of 943 sq. metres, and members report that they have achieved very satisfactory results.

Danish chain store to hold British promotion

AS PART of the 1968 British Trade Drive in Denmark, Messrs. C. Schous Fabrikker A/S, leading chain store organization in Denmark, plan to run a British promotion in 256 of their stores. These consist of 150 Schou drapery and perfumery shops, 40 Schou-tex ladies fashion, drapery and perfumery shops, 46 La Boutique perfumery shops and 20 larger self-service and self-service selection stores for fashion, drapery, hardware and perfumery. The campaign will run during the period end April and beginning of May.

British manufacturers of products listed below are invited to send literature and price lists (NOT samples at this stage), to: Direktør Poul Andersen, C. Schou Fabrikker A/S, Ravnholm, Kongens Lyngby, Copenhagen Ø, Denmark, and copied to the Commercial Department, British Embassy, Kastelsvej 40, Copenhagen Ø.

The merchandise required is suitable for chain store selling and should be in the medium price range only, with the exception of toilet soap, perfumery and toileteries for men and women which are required in both the top and medium price range.

- Glass.
- Household crockery (particularly earthenware).
- Garden Furniture.
- Kitchen equipment (particularly plastic).
- Toys.
- Travel goods.
- Plastic tablecloths.
- Children's outerwear (particularly for girls).
- Camping equipment (not tents).
- Plastic jewellery.
- Hair rollers.
- Brush sets.
- Hairnets.
- Handbags (plastic). (Maximum first cost 20s.).
- Handbags (leather). (Maximum first cost 100s.).
- Swimsuits. (First cost maximum 30s.).
- Swim caps.
- Knitwear (not classic). (First cost maximum 20s.).
- Dresses. (Cotton, synthetic or knitted). (First cost maximum 40s.).
- Perfumery. (Toileteries for men and women).
- Paper items (of all descriptions including dresses, underwear and any new novelties).
- Speciality items suitable for use as a promotional feature.

Klinger report first success from Moscow exhibition

RAZNOEXPORT, the USSR garment and hosiery buying agency, are negotiating with Klinger Yarns Ltd., to buy ranges of merchandise based on Klinger's latest yarns, following a visit to their stand at the Moscow International Clothing Exhibition.

At a reception given by the Klinger Manufacturing Company at Moscow's National Hotel for senior representatives of the Soviet textile industry, executives of Textilmachimport (the official textile machinery buying agency) expressed keen interest in the British company's latest textile machines.

In 1966 Klinger Yarns gained orders worth £13 million from the USSR.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

£½ million of British goods for Sierra Leone

SIERRA LEONE is to purchase £½ million worth of British goods and services under a loan agreement signed on August 30 in Freetown by representatives of the two governments. These goods, required to promote the economic development of Sierra Leone, will include equipment for civil aviation, electricity, water supplies, telecommunications, public health and road maintenance. Part of the loan will also be used for the improvement of Lungi Airport, towards which Britain made a loan of £1 million in 1964. Lungi Airport is being developed to first-class international standards with a 10,500-foot runway, both as a traffic stop on major international routes and as a boost to the tourist trade in Sierra Leone.

The loan, which is interest-free, and repayable over 25 years, is in fulfilment of the British Government's pledge in response to determined efforts of the Sierra Leone Government to put their economy in order.

Anglo-Japanese nuclear fuel agreement

THE UNITED KINGDOM Atomic Energy Authority and The Furukawa Electric Co. Ltd., Japan, have entered into a preliminary agreement which deals with collaboration between the Authority and Furukawa over a 10 year period, and envisages the grant of an exclusive licence by the Authority to Furukawa for the manufacture in Japan of AGR fuel in the event of an advanced gas cooled reactor being constructed in Japan.

The terms and conditions of the licence will be fixed separately.

Tunisia and Libya

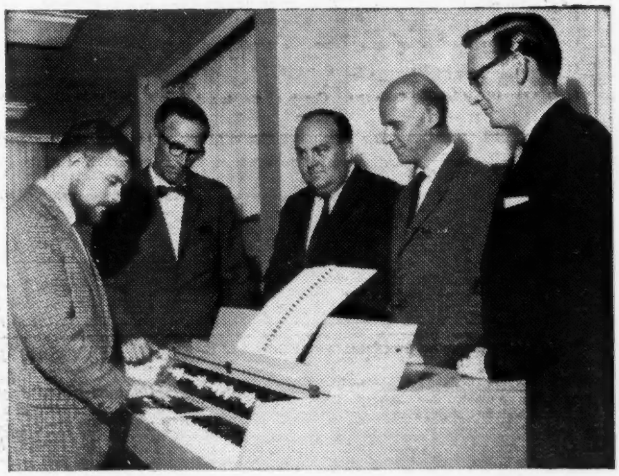
THE TUNISIAN *Journal Officiel* of August 1-4, 1967, announced the renewal, for a further year from July 1, 1967, of the trade agreement of 1961 between Tunisia and Libya. Goods to be exchanged under the agreement are unchanged compared with the previous year but no quota values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460-2), quoting reference CRE 4735/G.

Conference on trading with Eastern Europe

THE ORGANIZERS of the Conference on trading with Eastern Europe at Farnham Castle have informed us that, following the announcement in last week's *Board of Trade Journal*, (page 517) demand has built up extremely rapidly and there are now no longer any vacancies.

The visit to Britain of representatives of the Soviet State print-buying agency has resulted in a valuable order being placed after only a few days' negotiations. The purpose of the visit was to seek a printer capable of producing fine quality colour plates in a book featuring the hitherto unpublicized treasures of the Sergius-Trinity Monastery at Zagorsk. The contract, worth over 30,000 roubles (about £12,000), has been given to the London and Bradford firm, Lund Humphries & Co. Ltd. This is expected to lead to discussions with the British firm of further work of the same kind. The picture shows Mr. Rostislav Morolov, the president of the Soviet organization, signing the contract in the Bradford offices of Lund-Humphries. On the right is a Soviet colleague, and between them is Mr. Anthony Bell, chairman of Lund Humphries. On the extreme left is Mr. L. R. Bottomley, a director of Lund Humphries.



During their recent visit to London as guests of Rank Audio Visual, a party of three Norwegian visitors toured Rank Organization establishments. At the Rank Audio Visual showroom in Shepherds Bush they showed particular interest in the Mellotrone, sound effects console. This equipment is handled exclusively by Rank Audio Visual in all overseas territories. From left to right are: Mr. Anders Borgersen (audio visual sales manager, Gerh Ludvigsen AS who are agents for Rank Audio Visual Educational products in Norway); Mr. Austad (chairman of Audio Visual Society of Norway); Mr. T. E. Chilton (assistant managing director, Rank Audio Visual Limited); Mr. Tore Kinge (film producer of Norsk Dokumentarfilm, Norway); Mr. Frank Harrison (Rank Audio overseas marketing manager).

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

Servicios Electricas del Gran, Buenos Aires:
(173/67) Power Transformers. October 1. E.S.B. 32494/67.*
(173/67) Conductor. October 1. E.S.B. 32500/67.*

AUSTRALIA

Department of Supply:
(173/67) Radio Transmitters. October 18. E.S.B. 32575/67.
(173/67) Hydraulic Shaping Machine. October 4. E.S.B. 32576/67.
(173/67) Milling Machine. October 10. E.S.B. 32577/67.
(174/67) Construction of Offices for Department of Works, Barton. September 26. E.S.B. 32819/67.
(171/67) Transformers for Electricity Commission of New South Wales. October 9. E.S.B. 32402/67.*
(169/67) Brake Shoes for Melbourne and Metropolitan Tramsway Board. September 25. E.S.B. 32042/67.
State Electricity Commission of Victoria:
(169/67) Fuses. October 2. E.S.B. 32043/67.*
(171/67) Power Line Carrier Line Traps. September 25. E.S.B. 32091/67.*
(173/67) Switchgear. (Further Information.) Closing date postponed to September 25. E.S.B. 27244/67.*
(173/67) Hydrogen Producing Plant. September 25. E.S.B. 32569/67.
(173/67) Turbine Pump and Gear. September 25. E.S.B. 32570/67.
(173/67) Radio Paging System. October 30. E.S.B. 32571/67.
(173/67) Oil Circuit Reclosers. October 2. E.S.B. 32572/67.

BARBADOS

(174/67) Tipping Lorries for Ministry of Communications and Works. (Further Information.) E.S.B. 32084/67.

BRAZIL

(173/67) Conductors for 'Electrobras'. October 3. E.S.B. 32553/67.

BURMA

Industrial Development Corporation:
(170/67) Paper. September 30. E.S.B. 32407/67.*
(170/67) Steel: Wire. September 30. E.S.B. 32097/67.*
(171/67) Paper Sacks. September 30. E.S.B. 32406/67.*
(171/67) Chemicals for Paper Factory and Chemical Industries Board. September 30. E.S.B. 32095/67.*
(171/67) Asphalt for Public Works Corporation. October 2. E.S.B. 32087/67.*

CANADA

(173/67) Alarm and Control System for Manitoba Hydro. October 3. E.S.B. 32556/67.

CEYLON

(174/67) Chemicals and Plastics Raw Materials for Associated Motorways Ltd. October 4. E.S.B. 33065/67.*
(169/67) Pipes and Fittings for Colombo Municipal Council. October 4. E.S.B. 32040/67.*
Department of Government Electrical Undertakings:
(170/67) Air-conditioning Plants. October 12. E.S.B. 32047/67.*
(170/67) Air-conditioning Plant. October 12. E.S.B. 32041/67.*
(170/67) Air-conditioning Plant. October 12. E.S.B. 32048/67.*
(170/67) Air-conditioning Plant. October 12. E.S.B. 32051/67.*
(169/67) P.V.C. Strips for Government Railway. October 15. E.S.B. 32049/67.*
(169/67) Ticking for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 30859/67.*
(173/67) Molasses for Ministry of Home Affairs. (Further Information.) Tender documents now available.
(173/67) Steel Flat Bars for State Hardware Corporation. (Further Information.) Tender documents now available. E.S.B. 32039/67.*

CHILE

(170/67) Marine Engines for Direccion de Approvisionamiento del Estado. September 20. E.S.B. 32064/67.*

COLOMBIA

(173/67) Air-conditioning System for Empresa Colombiana de Petroleos. September 22. E.S.B. 32581/67.
(170/67) Electrical Equipment for Instituto Nacional de Radio y Television. October 10. E.S.B. 32426/67.

COSTA RICA

(174/67) Air Conditioners for El Consejo Nacional de Produccion. September 25. E.S.B. 32578/67.*
La Proveeduria Nacional Deparamento de Licitaciones Publicas:
(174/67) Sealing Materials: Flannel. September 21. E.S.B. 32580/67.*
(174/67) Newsprint Paper: Gum Arabic. September 21. E.S.B. 32820/67.*

FORMOSA

Central Trust of China:
(170/67) Road Roller. September 21. E.S.B. 32035/67.*
(170/67) Motor Starter. September 20. E.S.B. 32036/67.*
(170/67) Storage Battery. September 22. E.S.B. 32057/67.*
(170/67) Protective Eyewear. September 22. E.S.B. 32060/67.*
(170/67) Safety Valves. September 21. E.S.B. 32063/67.*
(170/67) Steel Products. September 20. E.S.B. 32038/67.*
(171/67) Fatigue Testing Machine. September 21. E.S.B. 32476/67.*
(171/67) Petrochemical Suction and Discharge Hose. September 25. E.S.B. 32478/67.*
(172/67) Cylinders: Needle Valves. September 21. E.S.B. 32469/67.*
(172/67) Air Compressor. September 20. E.S.B. 32473/67.*
(172/67) Pressure Controller. September 22. E.S.B. 32472/67.*
(172/67) Vacuum Pump. September 21 E.S.B. 32474/67.*
(172/67) Automatic Annealing Machine. September 27. E.S.B. 32475/67.*
(172/67) Temperature Controller. September 25. E.S.B. 32477/67.*
(172/67) Crown Cork Spotting Machine. September 23. E.S.B. 32480/67.*
(172/67) Activated Alumina. September 26. E.S.B. 32482/67.*
(172/67) Crawler Loader. September 27. E.S.B. 32486/67.*
(174/67) High Pressure Pump. September 25. E.S.B 32829/67.*

GREECE

(169/67) Desalination Plant for Hellenic Industrial Development Bank. November 20 E.S.B 32016/67.*
(172/67) Lifts for Institute of Social Insurance. September 26. (Further Information Re-issued.) E.S.B. 7243/67.*
Ministry of Commerce:
(169/67) Electrical Components. October 9. E.S.B. 32013/67.*
(169/67) Wall Clocks. October 13. E.S.B. 32014/67.*
(172/67) Marking and Measuring Instruments. October 4. E.S.B. 32452/67.*
(173/67) Printers' Machinery. September 20. E.S.B. 32453/67.*

GUATEMALA

(174/67) Telecommunication Equipment for Empresa Guatemalteca de Telecommunicaciones Internacionales. September 26. E.S.B. 32574/67.*

INDIA

Andhra Pradesh State Electricity Board:
(169/67) Transformers. (Further Information.) Tender documents now available. E.S.B. 29787/67.*
(169/67) Lightning Arresters. (Further Information.) Tender documents now available. E.S.B. 29788/67.*
(169/67) Capacitors. (Further Information.) Tender documents now available. E.S.B. 29789/67.*
Bean Purchase Organization:
(171/67) Diesel Powered Scrapers. (Further Information.) Postponed to October 25. E.S.B. 24806/67.*
(171/67) Fuel Tanker Accessories. November 15. E.S.B. 32404/67.*
(173/67) Plate Bending Rolls for Bharat Earth Movers Ltd. (Further Information.) E.S.B. 31907/67.
(170/67) Steelworks Plant for Bokaro Steel Ltd. October 31. E.S.B. 32081/67.
Director General of Supplies and Disposals:
(170/67) Engraving Machine. September 20. E.S.B. 32405/67.*
(170/67) Testing Instruments. (Further Information.) E.S.B. 30851/67.*
(173/67) Slotting Machines. October 4. E.S.B. 32560/67.*
(173/67) Gang Slitting Machine. (Further Information.) E.S.B. 31542/67.*
(173/67) Lead for Hindustan Cables Ltd. October 3. E.S.B. 32515/67.
(174/67) Silver-Palladium Sheets for Indian Telephone Industries Ltd. October 16. E.S.B. 32566/67.
(174/67) Track Relays for South Central Railway. September 26. E.S.B. 32568/67.
West Bengal State Electricity Board:
(169/67) Transformers. (Further Information.) E.S.B. 31307/67.*
(170/67) Bulldozers. October 3. E.S.B. 32082/67.
(172/67) Control Relay and Metering Panels. October 30. E.S.B. 32433/67.
(172/67) Lightning Arresters. (Further Information.) Tender documents now available. E.S.B. 30612/67.*
(172/67) Transformers. (Further Information.) Tender documents now available. E.S.B. 30614/67.*
(173/67) Transformers (Further Information.) Tender documents now available E.S.B. 30613/67.*
(173/67) Tubular Busbar. (Further Information.) Tender documents now available. E.S.B. 30618/67.*

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IRAN

(169/67) Telephone Cable and Accessories for Imperial Iranian Ground Forces. September 24. E.S.B. 32010/67.*

IRAQ

Ministry of Defence:
(171/67) Vehicle Spare Parts. September 23. E.S.B. 32412/67.
(171/67) Tyres and Tubes. September 26. E.S.B. 32415/67.

IRISH REPUBLIC

(171/67) Vehicles; Contractors' Plant; Hedge Cutter for Limerick County Council. September 21. E.S.B. 32435/67.
(172/67) Construction of Secondary School for Presentation Convent, Thurles. October 3. E.S.B. 32540/67.

ITALY

(173/67) Satellite Digital Computer for NATO, La Spezia. October 25. E.S.B. 32541/67.*

KENYA

(171/67) Switchboards for East African Posts and Telecommunication Administration. (Further Information.) E.S.B. 30801/67.
(174/67) School Equipment for Municipal Council of Thika. September 23. E.S.B. 32802/67.
(173/67) School Supplies for Muranga County Council. (Further Information – re-issued.) September 21. E.S.B. 11800/67.

LEBANON

(171/67) Loader for State Railways. September 27. E.S.B. 32410/67.*

LIBYA

(169/67) Construction of Mosque for Barce Reconstruction Organization. January 3, 1968. E.S.B. 32021/67.

MALAYSIA

(171/67) Earth-moving Plant, Vehicles, Tractors, etc. for Director of Public Works. November 3. E.S.B. 32075/67.*

MALTA

The Treasury, Valletta:
(171/67) Pharmaceutical Injections. September 28. E.S.B. 32439/67.*
(171/67) Protein Concentrates. September 28. E.S.B. 32440/67.*

NETHERLANDS

Director-General of Waterways:
(172/67) Construction of Sand Sub-bases. November 8. E.S.B. 32511/67.
(170/67) Construction of Lift Lock. September 22. E.S.B. 32052/67.

NEW ZEALAND

(170/67) Telephone Equipment for General Post Office, Wellington. October 2. E.S.B. 32025/67.*
Ministry of Works:
(171/67) Shirting. September 29. E.S.B. 32425/67.*
(174/67) Textiles. October 6. E.S.B. 32596/67.*

PAKISTAN

(171/67) Construction of Cement Plant for E.P. Industrial Development Corporation. November 11. E.S.B. 32432/67.*
(174/67) Gravity Cocks; Mortise Locks for Pakistan Western Railway. September 23. E.S.B. 32573/67.*
(169/67) Communication Equipment for Telegraph and Telephone Department. October 3. E.S.B. 32015/67.*
(172/67) Dragline Spare Parts for West Pakistan Water and Power Development Authority. September 25. E.S.B. 32542/67.

SAUDI ARABIA

Ministry of Communications:
(170/67) Construction of Road. (Further Information.) Closing date postponed to November 4. E.S.B. 27014/67.
(170/67) Construction of Road. (Further Information.) Closing date postponed to November 4. E.S.B. 27015/67.
(173/67) Construction of Road. (Further Information.) Closing date postponed to November 4. E.S.B. 27016/67.

SENEGAL, REPUBLIC OF

Regie des Chemins de Fer:
(173/67) Rail Cars. (Further Information.) E.S.B. 31990/67.*
(173/67) Railway Wagons. (Further Information.) E.S.B. 31992/67.*
(173/67) Machine Tools. (Further Information.) E.S.B. 31993/67.*

SINGAPORE, REPUBLIC OF

(171/67) Pharmaceutical Supplies for Ministry of Health. September 25. E.S.B. 32446/67.*
(173/67) Structural Steel Work for Port of Singapore Authority. September 26. E.S.B. 32489/67.
(172/67) Steel Pipes for Public Utilities Board. September 26. E.S.B. 32488/67.

SOUTH AFRICA

Cape Provincial Tender Board:
(174/67) Laboratory Equipment. September 22. E.S.B. 32582/67.*
(174/67) Blotting Paper. September 22. E.S.B. 32583/67.*
(169/67) Electric Cable for South African Railways. (Further Information.) September 29. E.S.B. 28951/67.*
State Tender Board:
(170/67) Cable. October 4. E.S.B. 32068/67.*
(172/67) Spectrum Analyser. September 22. E.S.B. 32501/67.*
(173/67) Field Screeners. October 4. E.S.B. 32503/67.*
(173/67) Steam Generators. September 20. E.S.B. 32505/67.*
(173/67) Steam Generating Plant. September 21. E.S.B. 32506/67.*
(173/67) Dental Equipment. September 25. E.S.B. 32509/67.*
(173/67) Meteorological Equipment. September 25. E.S.B. 32510/67.*

SUDAN

(169/67) Saw Ginning Factories for Public Agricultural Production Corporation. October 1. E.S.B. 32401/67.

SWITZERLAND

European Organization for Nuclear Research:
(169/67) Bending Magnets (for Proton Synchroton). October 14. E.S.B. 32078/67.*
(169/67) Quadrupole Magnets (for Proton Synchroton). October 7. E.S.B. 32079/67.*

THAILAND

(170/67) Transformers for Metropolitan Electricity Authority. October 17. E.S.B. 32070/67.*
Provincial Electricity Authority:
(172/67) Ground Rods. September 20. E.S.B. 32523/67.
(172/67) Steel Wire. September 21. E.S.B. 32524/67.
(173/67) Cable Accessories. September 22. E.S.B. 32525/67.*
(173/67) Construction of Dam and Power House Foundation for Royal Irrigation Department. (Prequalification.) September 25. E.S.B. 32720/67.*
State Railway of Thailand:
(172/67) Steel. October 2. E.S.B. 32519/67.
(172/67) Steel. October 2. E.S.B. 32526/67.
(172/67) Steel. October 2. E.S.B. 32527/67.

TUNISIA

(173/67) Aircraft; Agricultural Equipment for Groupement Obligatoire des Agrumes. September 21. E.S.B. 32493/67.*
Pharmacie Centrale de Tunisie:
(172/67) Chemicals and Reagents. October 15. E.S.B. 32448/67.*
(172/67) Pharmaceutical Containers and Packaging Materials. October 20. E.S.B. 32449/67.*
(173/67) Pharmaceutical Raw Materials. October 15. E.S.B. 32499/67.*
(173/67) Agricultural Machinery for Secretariat d'Etat a l'Agriculture. October 3. E.S.B. 32498/67.*

TURKEY

(173/67) X-ray Equipment for Ground Forces Command. October 3. E.S.B. 32546/67.*
Radio and Television Association:
(172/67) VHF Radio Link Systems. October 2. E.S.B. 32544/67.*
(173/67) Television Field Survey System Equipment. October 9. E.S.B. 32545/67.*
State Hydraulic Works:
(173/67) Excavator. September 20. E.S.B. 32531/67.*
(173/67) Motor Grader. September 20. E.S.B. 32532/67.*

UNITED STATES OF AMERICA

(171/67) Electrical Equipment for Sacramento Municipal Utility District. September 20. E.S.B. 32444/67.*

URUGUAY

State Oil and Alcohol Monopoly:
(172/67) Ropes. September 29. E.S.B. 32528/67.
(173/67) Radio Valves. October 3. E.S.B. 32529/67.

ZAMBIA

Central Supply and Tender Board:
(169/67) Construction of Water Supply. September 29. E.S.B. 31977/67.
(170/67) Construction of Flats. September 22. E.S.B. 31979/67.
(170/67) Brushes. September 29. E.S.B. 32420/67.*
(170/67) Motor Vehicles and Motor Cycles. September 29. E.S.B. 32421/67.*
(171/67) Construction of Post Office. September 22. E.S.B. 32417/67.
(171/67) Oxygen Tents. September 29. E.S.B. 32419/

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Australia
(171/67) Agency inquiry for advanced automation systems; control instruments; sewerage pumps; survey equipment; water treatment systems. E.S.B. 31754/67.
(172/67) Agency inquiry for capsule filling and sealing machine; capsule polishing machine. E.S.B. 31869/67.
(170/67) Inquiry for electrical controls; power supply rectification equipment; thermostats. E.S.B. 30594/67.
(170/67) Inquiry for scientific apparatus. E.S.B. 32298/67.
(174/67) Inquiry for nylon chalk lines. E.S.B. 33074/67.

Austria
(171/67) Agency inquiry for blankets. E.S.B. 32687/67.

Bahamas
(171/67) Inquiry for foodstuffs. E.S.B. 32368/67.

Bolivia
(170/67) Inquiry for jackets. E.S.B. 32369/67.

Brazil
(169/67) Business visits. C.R.E. 9123/G.
(172/67) Inquiry in respect of sewage disposal units. E.S.B. 32693/67.

British Honduras
(172/67) Inquiry for building supplies; engines; hotel equipment; kitchen equipment; miscellaneous equipment; radio transmitters and receivers; sports equipment. E.S.B. 32117/67.

Canada
(169/67) Agency inquiry for sterilisers. E.S.B. 30795/67.
(171/67) Agency inquiry for tie material. E.S.B. 8909/67.
(169/67) Inquiry for coaxial cable. E.S.B. 31489/67.
(170/67) Inquiry for confectionery; tinned meat. E.S.B. 32620/67.
(171/69) Inquiry for filtration system; gauges. E.S.B. 32233/67.
(173/67) Inquiry for furnaces; machine tools. E.S.B. 30168/67.
(174/67) Inquiry for cheese making equipment. E.S.B. 33004/67.

(174/67) Inquiry for crockery; dried fruits; glassware; gloves. E.S.B. 33039/67.

Ceylon
(169/67) Inquiry for sorting machine. E.S.B. 32146/67.

Formosa
(171/67) Tenders – successful bidders. E.S.B. 19699/67.

France
(170/67) Agency inquiry for agricultural machinery parts; garden tools. E.S.B. 32177/67.
(172/67) Agency inquiry for clocks; fancy goods; gifts; pottery; radios. E.S.B. 32157/67.
(173/67) Agency inquiry for iron, steel and refractory products. E.S.B. 32287/67.
(174/67) Agency inquiry for fancy goods and novelties; leather goods. E.S.B. 31407/67.
(170/67) Manufacture under licence – drop and hand forgings. E.S.B. 32346/67.
(171/67) Inquiry for sealing machine. E.S.B. 25035/67.

Germany, West Switzerland
(171/67) Trade Agreement. C.R.E. 1827/G.

Greece
(171/67) Agency inquiry for pharmaceutical raw materials. E.S.B. 32158/67.

Guatemala
(169/67) Agency inquiry for metals. E.S.B. 32242/67.
(172/67) Agency inquiry for plastic containers. E.S.B. 32645/67.

Guyana
(172/67) Inquiry for bathroom fittings. E.S.B. 29388/67.

Irish Republic
(174/67) Agency inquiry for sandals. E.S.B. 32766/67.

Israel
(169/67) Agency inquiry for electric motors; generators. E.S.B. 31856/67.

Italy
(170/67) Agency inquiry for aluminium sheets. E.S.B. 32261/67.

Jamaica
(169/67) Inquiry for bronze moulds; pewter tankards. E.S.B. 31113/67.

Japan
(169/67) Agency inquiry for pigeon timers. E.S.B. 32248/67.

Libya
(169/67) Inquiry for first-aid equipment; motor vehicle spare parts; pipes; protective clothing; ropes and hawsers; valves. E.S.B. 32249/67.
(170/67) Inquiry for furniture; locks; shower cabinets; trailer fittings; windows and window furniture. E.S.B. 31793/67.

New Zealand
(169/67) Inquiry for electric blanket cloth. E.S.B. 32267/67.
(171/67) Inquiry for colours. E.S.B. 30933/67.

Nicaragua
(172/67) Inquiry for domestic electrical appliances; electronic equipment; foodstuffs; perfumes. E.S.B. 26685/67.

Norway
(173/67) Inquiry for plastic rainwear. E.S.B. 33003/67.

Pakistan
(172/67) Agency inquiry for power generation and distribution equipment. E.S.B. 28135/67.
(172/67) Inquiry for paper converting machinery; paper packaging machinery – further information. E.S.B. 20395/67.

Rumania
(170/67) Inquiry for bowling alleys; sleeping bags; sports goods; outboard motors. E.S.B. 32180/67.

Saudi Arabia
(170/67) Inquiry in respect of road material testing equipment. E.S.B. 31720/67.

South Africa
(170/67) Agency inquiry for golfing equipment. E.S.B. 29932/67.
(173/67) Inquiry for chemicals; cosmetics; pharmaceuticals. E.S.B. 32214/67.
(173/67) Inquiry for potato and onion harvesting and grading machinery. E.S.B. 32291/67.

Spain
(173/67) Inquiry for wrapping machinery and equipment. E.S.B. 28128/67.

Switzerland
(172/67) Agency inquiry for filling, labelling and sealing equipment; packaging equipment. E.S.B. 32617/67.
(174/67) Agency inquiry for foodstuffs. E.S.B. 32101/67.
(173/67) Inquiry for ambulances; first aid accessories; gas detection equipment. E.S.B. 33029/67.

Turkey
(173/67) Agency inquiry for diesel engines; pumps; workshop machinery. E.S.B. 32353/67.

Uganda
(170/67) Inquiry for cable making machinery; wire-working machinery. E.S.B. 31759/67.
(172/67) Inquiry for domestic electrical appliances; pipes. E.S.B. 6932/67.

United States of America
(171/67) Agency inquiry for steel tanks; valves. E.S.B. 32319/67.
(170/67) Inquiry for brasswares; china; clocks; cutlery; fabrics and braids; novelties; reproduction furniture. E.S.B. 32256/67.
(170/67) Inquiry for frame mouldings; picture frames. E.S.B. 32188/67.
(171/67) Inquiry for mirror hardware. E.S.B. 32662/67.
(172/67) Inquiry for bedspreads and quilts; capes; Christmas cards and decorations; furniture; kente cloth; posters. E.S.B. 31624/67.
(172/67) Inquiry for safety equipment. E.S.B. 30336/67.

Uruguay
(171/67) Inquiry for waste conversion plant. E.S.B. 32296/67.

Vietnam
(169/67) Agency inquiry for locks; metals; pharmaceutical raw materials; plastic laminates; sanitary-ware; suiting materials; tyres and tubes; yarns. E.S.B. 25629/67.

Yugoslavia
(169/67) Agency inquiry for anti-corrosives; computing machines; dump trucks; mining machinery; pumps; signalling equipment; steel plates. E.S.B. 10124/67.

Zambia
(170/67) Agency inquiry for door and furniture fittings; plastic beading. E.S.B. 30091/67.

†**For further details of the 'Export Service Bulletin' see page 598.**

Robert Hough

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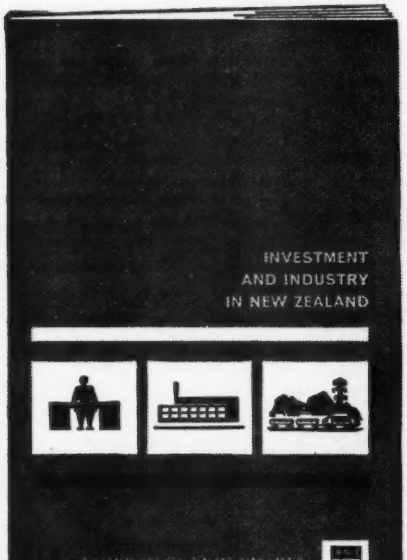

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Temporary importation of commercial road vehicles

THE DEPARTMENT of Transport and Power in the Irish Republic has issued the following Notice:

A. *Road Transport Acts.*

1. A licence is required under Section 7 of the Road Transport Act, 1935, as amended, for the entry into Ireland for a temporary period of a foreign owned commercial vehicle, whether laden or unladen, engaging in road transport. An application for a licence should be addressed to the Secretary, Department of Transport and Power, Room 509, Kildare Street, Dublin 2 and should:–

(a) state the name and address of the registered owner of the vehicle;
(b) state the registration number of the vehicle;
(c) state the proposed date of entry into Ireland and duration of stay;
(d) confirm that, in the event of an entry licence being granted, the vehicle would not be used for point to point haulage while in Ireland.

2. *Vehicles operating on own account.* All such vehicles entering the State require vehicle entry licences issued under the Road Transport Acts.

(a) *Vehicles owned and registered in Northern Ireland:*
Entry licences are granted on application provided that the vehicles are engaging solely in carriage of goods between places in Northern Ireland and in the State.

(b) *Vehicles owned and registered elsewhere than in Northern Ireland:*
Applications for entry licences are considered on their merits provided the vehicles are engaging solely in haulage between places in Britain and in the State.

3. *Vehicles engaging in haulage for reward:* Such vehicles also require vehicle entry licences and in addition the owner requires either a merchandise licence (see (a) below) or a 'plating' by CIE (see (b) below).

(a) *Vehicles owned and registered in Northern Ireland.*
(i) *Merchandise Licences* are granted to Northern Ireland hauliers holding Road Freight Operators' Licences issued by the Ministry of Development, Belfast. A fee of £2 is charged.
(ii) *Entry Licences* are issued for vehicles owned and registered by such hauliers, provided the vehicles are covered by Road Freight Vehicle Licences issued by the Ministry of Development.

These arrangements do not extend to newly-established Northern Ireland subsidiary or associate companies of foreign haulage companies.

(b) *Vehicles owned and registered elsewhere than in Northern Ireland:*
Applications for vehicle entry licences are considered on their merits, provided the applicants have obtained the prior agreement of the national transport undertaking, Córas Iompair Éireann (CIE) to the 'plating' of the vehicles for the transport movement in question. Correspondence with CIE should be addressed to the Road Freight Control Officer, Connolly Station, Amiens Street, Dublin 1.
It is pointed out that under the Road Transport Acts the carriage of 'own goods' in *hired* vehicles constitutes haulage for reward.

4. *Note:*

(a) In the following cases a vehicle entry licence only is required:–
(i) mobile demonstration vehicles, mobile workshops and other vehicles bringing in material for display or demonstration purposes;
(ii) vehicles specially designed or fitted for the carriage of highly sensitive, delicate or other equipment which requires specialized handling;
(iii) vehicles being imported in connection with filming, TV broadcasts, circuses, carnivals, or other entertainments.

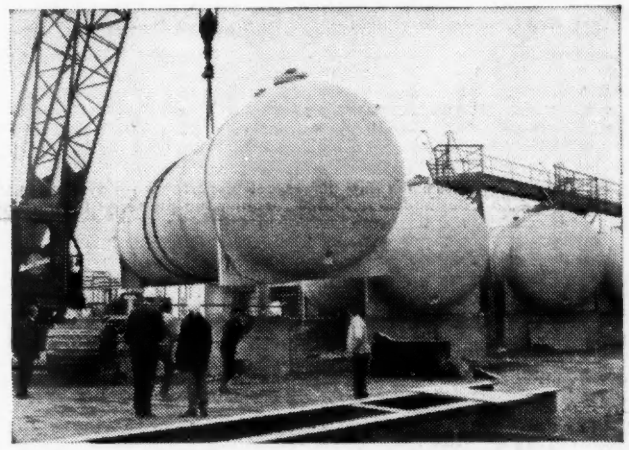
(b) Vehicles not exceeding 25 cwts. which are imported exclusively for pleasure purposes do not require entry licences.

B. *Road Traffic Acts.*

1. *Motor Vehicle Duty:* (i.e. Road Tax).

A vehicle temporarily imported by a visitor and used for the conveyance, from or to a place outside the State only, of goods or burden of any other description in the course of trade or business, is exempt

(*Continued on next page*)



The final stage of the delivery of the last of the six chlorine storage bullets for 50,000 tons per year ethylene dichloride plant being constructed by Fluor (England) Limited at Maydown, Northern Ireland, for British Oxygen Chemicals Limited. The six storage bullets, each approximately 80ft. long by 13ft. 6in. in diameter, are capable of holding 2,000 tons of liquid chlorine. The plant is scheduled for completion in November.

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

IRISH REPUBLIC, *continued*

from road tax during any period for which it is exempt from customs duty. (See paragraph C). The vehicle must display a circulation permit and its domestic identification marks and nationality plate (a circulation permit may be obtained from the Authorized Officer, Dublin Corporation, Coleraine Street, Dublin 7). In this context, a visitor means a person resident outside the State making a temporary stay in the State.

2. *Insurance:* The use of the vehicle must be covered by insurance against third party risks. Liability in respect of personal injury must be unlimited but may be limited to £1,000 for injury to property. Insurance may be effected by a special certificate of insurance issued by a company licensed to transact motor vehicle insurance in this country or by an international motor insurance card (Green Card).

3. *Licensing of Drivers:* Drivers of temporarily imported vehicles must hold either a domestic driving licence or an international driving permit in respect of the class of vehicle being driven.

4. *Vehicle weights and dimensions:* A leaflet is attached showing the maximum permissible weights and dimensions of vehicles and trailers. (See Footnote).

C. *Customs Duty.*

1. The Customs Convention on the Temporary Importation of Commercial Road Vehicles provides for the temporary admission, without payment of import duties and import taxes and free of import prohibitions and restrictions, of vehicles registered in the territory of any of the other contracting parties to the Convention and used in international road traffic for commercial use by undertakings operating from that territory. This country will shortly ratify the Convention.

2. Pending the enactment of amending legislation to give effect to the provisions of the Convention, the Revenue Commissioners, Dublin Castle, Dublin 2, will normally be prepared to grant duty-free licences for commercial road vehicles on the recommendation of the Department of Industry and Commerce, Kildare Street, Dublin 2. Application should be made to the Revenue Commissioners in the first instance.

Inquiries should be addressed to the Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Footnote: This leaflet has not been reproduced in this Notice.

FRANCE

Amendment to the restriction of imports list

THE FRENCH *Journal Officiel* of August 22 announced a further addition to the list of non-liberalized goods imported into France from former OEEC countries, the United States and Canada.

The following item should be added to List I of goods subject to quantitative restriction published in the *Board of Trade Journal* of May 6, 1966 (pages 1028-1031).

Tariff No.	Description
Ex 49.02	Journals and periodicals (not daily) in the French language of which 50% at least of circulation is intended for import into France

This notice does not apply to publications imported under articles 9 and 10 of the EEC Agreement of December 31, 1963 or articles 7 and 9 of the Agreement of October 30, 1962, between Greece and the EEC, relating to certificates of circulation.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, London, E.C.4. (Tel. 01-248 5757, Ext. 479/480).

EUROPEAN ECONOMIC COMMUNITY

Classification, packing and labelling of dangerous substances

THE *Journal Officiel des Communautés Européennes*, No. 196, of August 16, 1967 contains the text of a Council Directive No. 67/548/CEE dealing with the harmonization of Member States' laws which cover the classification, packing and labelling of dangerous substances. The Directive does not cover medicaments, narcotics and radio-active substances; or the transport of dangerous goods; or ammunition and objects which, as firing devices or fuels, contain explosive materials.

An unofficial translation of the Directive is given below. The lengthy annexes are not reproduced here but the complete French text of the Directive including the annexes may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

DIRECTIVE OF THE COUNCIL
of June 27, 1967
on the approximation of provisions imposed by law, regulation and administrative action relating to the classification, packing and labelling of dangerous substances
(67/548/CEE)

THE COUNCIL OF THE EUROPEAN ECONOMIC COMMUNITY,

having regard to the Treaty establishing the European Economic Community, and in particular article 100,

having regard to the proposal of the Commission,

having regard to the opinion of the Assembly (1),

having regard to the opinion of the Economic and Social Committee (2),

whereas the object of all rules relating to the putting on the market of dangerous substances and preparations must be the safeguard of the population, in particular of the workers who use them;

whereas the disparities between the national provisions of the six Member States relating to the classification, packing and labelling of dangerous substances and preparations have the effect of hindering trade in those substances and preparations in the Community and consequently directly affect the setting up and operation of the Common Market;

whereas it is consequently essential to remove those obstacles and whereas, in order to achieve that object, approximation of the provisions imposed by law, regulation and administrative action relating to classification, packing and labelling is necessary;

whereas it is necessary, on account of the preparatory work which must still be done, to reserve for later directives approximation of the provisions relating to dangerous preparations and consequently to limit the present directive to the approximation of provisions relating to dangerous substances;

whereas in view of the extent of the field and of the numerous detailed measures which will be necessary for approximating all provisions relating to dangerous substances, it appears advisable to aim first of all at approximating provisions imposed by law, regulation and administrative action relating to the classification, packing and labelling of dangerous substances, leaving the approximation of provisions relating to the use of the said dangerous substances and preparations to later directives, if it is accepted that disparities between those provisions directly affect the setting up or the operation of the Common Market;

whereas the approximation of national provisions provided for in the present directive is without prejudice to the application of the provisions of articles 31 and 32 of the Treaty,

HAS ADOPTED THE PRESENT DIRECTIVE:

Article 1

1. The object of the present directive is the approximation of provisions imposed by law, regulation and administrative action in Member States relating to:
   - the classification,
   - the packing, and
   - the labelling

of dangerous substances when the latter are put on the market in Member States of the Community.

2. The present directive shall not affect provisions relating to:
   (a) medicaments, narcotics and radio-active substances;
   (b) the transport of dangerous substances by rail, road, river, sea or air;
   (c) ammunition and objects which, as firing devices or fuels, contain explosive materials.

3. The present directive is not applicable to dangerous substances when they are exported to third countries.

4. Articles 5-7 of the present directive are not applicable to containers holding gases which are compressed, liquefied or dissolved under pressure.

Article 2

1. For the purposes of the present directive, the following terms have the meanings assigned to them below:
   (a) *substances*:
   The chemical elements and their compounds as they occur in the natural state or as produced by industry;
   (b) *preparations*:
   Mixtures or solutions which are composed of two or more substances.

2. For the purposes of the present directive 'dangerous' is used to describe substances and preparations which are:
   (a) *explosive*:
   Substances and preparations which may explode under the effect of flame or which are more sensitive to shocks or friction than is dinitrobenzene;
   (b) *oxidizing*:
   Substances and preparations which, when in contact with other substances, in particular with inflammable substances, show a highly exothermic reaction;

(c) *readily inflammable*:
Substances and preparations
- which may become hot and finally ignite in air at normal temperature without supply of additional energy, or
- which are solids and may readily ignite through brief action from a source of ignition and which continue to burn or to be consumed after removal of the source of ignition, or
- in the liquid state of which the flash point is below 21°C, or
- which are gazeous and inflammable with air under normal pressure, or
- which, when in contact with water or damp air, develop readily inflammable gases in dangerous quantities;

(d) *inflammable*:
Liquid substances and preparations, of which the flash point is between 21°C and 55°;

(e) *poisonous*:
Substances and preparations which, through inhalation, ingestion or absorption through the skin may involve grave risks, whether acute or chronic, and even death;

(f) *harmful*:
Substances and preparations which, through inhalation, ingestion or absorption through the skin may involve risks of limited gravity;

(g) *corrosives*:
Substances and preparations which, when in contact with living tissues, may exercise a destructive action on the latter;

(h) *irritant*:
Non-corrosive substances and preparations which through direct, prolonged or repeated contact with the skin or the mucous membrane may cause an inflammatory reaction.

Article 3

Classification of dangerous substances in terms of the highest degree of danger and of the specific nature of the risks shall be based on the categories laid down in article 2

Article 4

Annex I to the present directive gives a list of dangerous substances classified according to the provisions of article 3

Article 5

Member States shall take all appropriate measures to ensure that dangerous substances cannot be put on the market unless their packings, as regards solidarity and tightness, meet the following conditions, on the undertanding that any packing which meets those conditions shall be regarded as adequate:

1. Packings must be adjusted and closed in such a way as to prevent any loss of contents, apart from statutory safety devices;
2. The materials of which the packing and closing device are made must not be affected by the contents nor capable of forming harmful or dangerous compounds with the latter;
3. Packings and closing devices must, in all parts, be solid and strong so as to prevent any loosening and to comply reliably with normal handling requirements.

Article 6

1. Member States shall take all appropriate measures to ensure that dangerous substances cannot be put on the market unless their packings, with regard to the labelling. comply with the following conditions.

2. Every packing must bear labelling showing:
- the name of the substance;
- the origin of the substance;
- the symbols and indications of the dangers involved in the use of the substance;
- a note on the special risks derived from those dangers;

(a) the name of the substance must be indicated under one of the denominations shown in the list in annex I to the present directive;

(b) the indication of origin must include the name and address of the manufacturer, distributor or importer;

(c) the symbols and indications of dangers to be used are:
- *explosive*:
an exploding bomb (E)
- *oxidizing substance*:
a flame over a circle (O)
- *readily inflammable*:
a flame (F)
- *poisonous*:
skull and cross-bones (T)
- *harmful*:
a St. Andrew's cross (Xn)
- *corrosive*:
the sign of an active acid (C)
- *irritant*:
a St. Andrew's cross (Xi).

Symbols must conform to annex II of the present directive; they shall be printed in black on an orange-yellow ground.

(d) The nature of the special risks involved in the use of the substances must be indicated by one or more standard sentences which, in accordance with the indications in the list in annex I, are shown in annex III of the present directive.

3. If the packing is accompanied by safety advice concerning the use of the substances, the wording of the advice must, in accordance with the indications in the list in annex I, be based on annex IV of the present directive.

Article 7

1. Where the markings required by article 6 are on a label, the latter must be placed on one or more of the packing's surfaces, so that it can be read horizontally when the packing is set down normally. The dimensions of the label must not be less than normal format A 8 (52 x 74 mm) and may not exceed normal format A 5 (148 x 210 mm). Each symbol must take up at least one tenth of the area of the label. The label must, with its entire surface, stick to the packing directly containing the substance.

2. A label is not required if the packing itself bears, visibly, markings according to the particulars set down in paragraph 1.

3. The markings shown on the packing or on the label must be printed in clearly legible and indelible letters so that the symbols and indications of dangers and the note on special risks are sufficiently visible.

4. Member States may make the putting on the market in their territory of dangerous substances subject to the use, for the wording of the labelling, of the national language(s).

5. The requirements of paragraphs 1-4 concerning labelling shall be deemed to be met if a container, when forwarded, bears a label complying with the regulations on forwarding and if the symbol of danger laid down in article 6 paragraph 2(c) is shown on that label. The present provision is not applicable to containers enclosed in other containers.

Article 8

Member States may:

(a) on packings of which the restricted size does not allow labelling according to article 7 paragraphs 1 and 2, permit the labelling required by article 6 to be affixed in another appropriate manner;

(b) by way of exception to articles 6 and 7, permit packings of dangerous substances which are neither explosive nor poisonous not to be labelled or permit them to be labelled in another manner if they contain such limited quantities that there are no grounds to fear any danger for workers and third parties.

Article 9

Member States shall inform the Commission of all provisions imposed by law, regulation and administrative action which they adopt in the field covered by the present directive.

Article 10

Member States shall adopt the measures necessary to comply with the present directive so that they are applied at the latest on January 1, 1970.

They shall inform the Commission thereof at once.

Article 11

The present directive is addressed to the Member States.

Done in Brussels, on June 27, 1967.

By the Council,
The President,
R. VAN ELSLANDE.

Common organization of the market for poultry and poultry-meat

THE BOARD OF TRADE JOURNAL dated July 7, 1967 (page 60) contained an announcement about Regulation No. 123/67/CEE which set up, with effect from July 1, 1967, the final market organization for poultry and poultry meat. This provides for the imposition of variable levies on imports and for restitutions on exports and will affect goods falling within the following tariff headings:

Common Customs Tariff No.	Description of Goods
01.05	Live poultry (i.e., fowls, ducks, geese, turkey and guinea fowls).
02.02	Dead poultry (i.e., fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (except liver) fresh, chilled or frozen.
02.03	Poultry liver, fresh, chilled, frozen, salted or in brine.
Ex 02.05	Unrendered poultry fat, fresh, chilled, frozen, salted, in brine, dried or smoked.
15.01 B	Rendered poultry fat.
Ex 16.02 B I	Other prepared or preserved poultry meat or poultry offals.

The texts of the following Regulations and Decision which also affect trade in these products have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 146/67/CEE determines the rules to be applied for calculating the levy and sluice gate price applicable to poultry meat (*Journal Officiel des Communautés Européennes* No. 146/67/CEE, dated June 26, 1967).

Regulation No. 163/67/CEE concerns the supplementary amounts to be applied to imports of poultry products from third countries

(*Continued on next page*)

EEC, *continued*

(*Journal Officiel des Communautés Européennes* No. 129, dated June 28, 1967).

Regulation No. 176/67/CEE establishes, for the poultry meat sector, the general rules for granting export refunds and the criteria for fixing their total (*Journal Officiel des Communautés Européennes* No. 130, dated June 28, 1967).

Regulation No. 197/67/CEE fixes the levies and sluice gate prices for the period July 1 to October 31, 1967 (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967). An amendment to this Regulation was published in the *Journal Officiel des Communautés Européennes* No. 181, dated August 4, 1967.

Regulation No. 199/67/CEE fixes the co-efficients to be used in calculating the levies applicable to derived products in the poultry meat sector (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967).

Regulation No. 208/67/CEE fixes the export rebates applicable to the poultry meat sector (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967). See also Regulation No. 343/67/CEE below.

Decision No. 67/424/67/CEE enables the fixing and modification of export refunds for fats, cereals, pigmeat, eggs and poultry meat (*Journal Officiel des Communautés Européennes* No. 146, dated July 8, 1967).

Regulation No. 319/67/CEE fixes the supplementary amounts applicable to poultry pieces (*Journal Officiel des Communautés Européennes* No. 164, dated July 21, 1967).

Regulation No. 343/67/CEE modifies Regulation No. 208/67/CEE which concerns export rebates (see above) (*Journal Officiel des Communautés Européennes* No. 170, dated July 27, 1967).

The French text of these Regulations and of the Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of the Regulations will be published by HM Stationery Office.

Common organization of the market for eggs and egg products

THE BOARD OF TRADE JOURNAL dated July 7, 1967 (page 60) contained an announcement about Regulation No. 122/67/CEE which set up, with effect from July 1, 1967, the final market organization for eggs. This provides for the imposition of variable levies on imports and for restitutions on exports and will affect goods falling within the following tariff headings:

Common Customs Tariff No.	Description of Goods
Ex 04.05 A	Farmyard poultry eggs in shell, fresh or preserved.
Ex 04.05 B I	Farmyard poultry eggs not in shell and egg yolks, suitable for use as food, fresh, preserved, dried or containing added sugar.
18.06	Chocolate and other food preparations containing cocoa.
Ex 19.03	Macaroni, spaghetti and similar products: A. Containing eggs.
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion.
Ex 22.09 C III	Spirituous bevergages, other: Containing eggs or egg yolk.
Ex 35.02	Albumins:
Ex 35.02 A II	Other (whether unfit or rendered unfit for human consumption): Ex (a) Avoalbumins: (1) Dried (in sheets, flakes, crystals, powders, etc.). (2) Other.

The texts of the following Regulations and Decision which also affect trade in these products have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 145/67/CEE determines the rules to be applied in calculating the sluice gate prices and the levy applicable to the egg sector (*Journal Officiel des Communautés Européennes* No. 125, dated June 26, 1967).

Regulation No. 163/67/CEE concerns the supplementary amounts to be applied to imports from third countries (*Journal Officiel des Communautés Européennes* No. 129, dated June 28, 1967).

Regulation No. 164/67/CEE fixes the elements to be used in calculating the sluice gate prices and the levy applicable to derived products in the egg sector (*Journal Officiel des Communautés Européennes* No. 129, dated June 28, 1967). An amendment to this Regulation was published in the *Journal Officiel des Communautés Européennes* No. 181, dated August 4, 1967.

Regulation No. 175/67/CEE establishes the general rules relating to the granting of export rebates and the criteria for fixing their amount (*Journal Officiel des Communautés Européennes* No. 130, dated June 28, 1967).

Regulation No. 198/67/CEE fixes the sluice gate price and levy in the egg sector for the period July 1 to October 31, 1967 (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967).

Regulation No. 207/67/CEE fixes the export refunds applicable to the egg sector (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967).

Regulation No. 212/67/CEE concerns the transitory measures relating to the application of levies in the egg and poultry meat sectors (*Journal Officiel des Communautés Européennes* No. 135, dated June 30, 1967).

Regulation No. 217/67/CEE concerns the conditions for granting rebates on exports to third countries of processed agricultural products not covered by Annex II of the Treaty of Rome (*Journal Officiel des Communautés Européennes* No. 135, dated June 30, 1967). This Regulation was later modified by Regulation No. 357/67/CEE, below.

Decision No. 67/424/CEE enables the fixing and modification of export refunds for fats, cereals, pigmeat, eggs and poultry meat (*Journal Officiel des Communautés Européennes* No. 146, dated July 8, 1967).

Regulation No. 318/67/CEE relates to the supplementary amounts applicable to certain egg products (*Journal Officiel des Communautés Européennes* No. 164, dated July 21, 1967). Regulation No. 440/67/CEE, below, modifies this Regulation.

Regulation No. 321/67/CEE cancels the supplementary amounts applicable to eggs for hatching (*Journal Officiel des Communautés Européennes* No. 164, dated July 21, 1967).

Regulation No. 357/67/CEE modifies Article 3 and the annexes to Regulation No. 217/67/CEE which concerns rebates applicable to exports to third countries (*Journal Officiel des Communautés Européennes* No. 173, dated July 29, 1967).

Regulation No. 387/67/CEE fixes the export refunds applicable to shell eggs exported to third countries in the form of products not covered by Annex II of the Treaty of Rome (*Journal Officiel des Communautés Européennes* No. 175, dated July 31, 1967).

Regulation No. 440/67/CEE modifies Regulation No. 318/67/CEE, above, which concerns the supplementary amounts applicable to egg products (*Journal Officiel des Communautés Européennes* No. 193, dated August 12, 1967).

The French text of these Regulations and the Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of the Regulations will be published by HM Stationery Office.

Common organization of the market for pig meat

THE BOARD OF TRADE JOURNAL dated July 7, 1967 (page 60) contained an announcement about Regulation No. 121/67/CEE which set up, with effect from July 1, 1967, the final market organization for pigmeat. This provides for the imposition of a variable levy on imports and for restitutions on exports and will affect goods falling within the following tariff headings:

Common Customs Tariff No.	Description of Goods
01.03 A II	Live swine of domestic species, other than pure bred, for breeding.
02.01 A III (a)	Meat of domestic swine, fresh, frozen or chilled.
Ex 02.01 B II	Offals of domestic swine, fresh, frozen or chilled.
Ex 02.05	Unrendered pig fat, free of lean meat (streaky), fresh, chilled, frozen salted, or in brine, dried or smoked.
02.06 B	Meat or edible meat offals of domestic swine, salted or in brine, dried or smoked.
15.01 A	Lard and other rendered pig fat.
Ex 16.01	Sausages and the like, of meat, meat offal or animal blood, containing meat or offal of swine.
Ex 16.02 A II	Other prepared and preserved meat or meat offal containing pig liver.
Ex 16.02 B II	Other prepared and preserved meat or meat offal, not specified, containing meat or offal of domestic swine.

The texts of the following Decision and Regulations which also affect trade in these products have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 133/67/CEE determines the rules to be applied in calculating the levy applicable to slaughtered swine (*Journal Officiel des Communautés Européennes* No. 120, dated June 21, 1967).

Regulation No. 134/67/CEE determines the list of products for which sluice gate prices are to be fixed and the rules for fixing sluice gate prices for slaughtered swine (*Journal Officiel des Communautés Européennes* No. 120, dated June 21, 1967). This Regulation was modified by Regulation No. 173/67/CEE, below.

Regulation No. 137/67/CEE establishes the general rules for the system of 'main products and derived products' allowing the determination of additional amounts in the pigmeat sector (*Journal Officiel des Communautés Européennes* No. 122, dated June 22, 1967). This Regulation was modified by Regulation No. 173/67/CEE, below.

Regulation No. 173/67/CEE modifies Regulations No. 134 and 137/67/CEE, above (*Journal Officiel des Communautés Européennes* No. 130, dated June 28, 1967).

Regulation No. 177/67/CEE establishes, for the pigmeat sector, the general rules for granting export rebates and the criteria for fixing their total (*Journal Officiel des Communautés Européennes* No. 130, dated June 28, 1967).

Regulation No. 192/67/CEE fixes the basic price and standard quality for slaughtered swine, for the period July 1, 1967 to October 31, 1967 (*Journal Officiel des Communautés Européennes* No. 133, dated June 29, 1967).

Regulation No. 202/67/CEE concerns the supplementary amounts applicable to imports of pigmeat products from third countries (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967).

Regulation No. 203/67/CEE establishes the transitional measures relating to import documents in the pigmeat sector (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967).

Regulation No. 204/67/CEE fixes the co-efficients to be used in calculating the levies applicable to products in the pigmeat sector other than slaughtered pigs (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967).

Regulation No. 205/67/CEE fixes the levies applicable to the pigmeat sector for the period July 1 to October 31, 1967 (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967).

Regulation No. 206/67/CEE fixes the sluice gate prices in the pigmeat sector for the period July 1 to October 31, 1967 (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967).

Regulation No. 210/67/CEE relates to the transitory measures concerning the application of levies in the pigmeat sector (*Journal Officiel des Communautés Européennes* No. 135, dated June 30, 1967).

Regulation No. 211/67/CEE determines the Community classification table for pig carcasses (*Journal Officiel des Communautés Européennes* No. 135, dated June 30, 1967).

Regulation No. 213/67/CEE establishes the list of representative markets for the pigmeat sector (*Journal Officiel des Communautés Européennes* No. 135, dated June 30, 1967).

Regulation No. 232/67/CEE fixes the export rebates for the pigmeat sector (*Journal Officiel des Communautés Européennes* No. 137, dated June 30, 1967).

Decision No. 67/424/CEE enables the fixing and modification of export refunds for fats, cereals, pigmeat, eggs and poultry meat (*Journal Officiel des Communautés Européennes* No. 146, dated July 8, 1967).

Regulation No. 330/67/CEE modifies Regulation No. 232/67/CEE, above, which concerns export refunds in the pigmeat sector (*Journal Officiel des Communautés Européennes* No. 165, dated July 22, 1967).

The French text of the Decision and Regulations referred to above may be seen on application to the Export Services Branch, Poard of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of the Regulations will be published by HM Stationery Office.

ZAMBIA

Import licensing procedure

PRELIMINARY INFORMATION has been received that, as from September 1, 1967, goods imported into Zambia through Dar-es-Salaam will not require an import licence provided they are not on the list of controlled imports contained in the Second Schedule of Statutory Instrument No. 182 of 1966.

Full details of these changes will be published as soon as possible but, in the meantime, inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 444, published in the *South African Government Gazette* of September 1, contains an application to the Board of Trade and Industries for increase in duty on suitcases and trunk locks of a f.o.b. price exceeding 5 cents each from 20 per cent *ad valorem* to 25 per cent *ad valorem* or 50 cents per dozen.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1827/67.

NIGERIA

New trade marks legislation

THE TRADE MARKS ACT, 1965, which repeals and replaces the existing trade marks legislation came into force in Nigeria on June 1, 1967, and the Trade Marks Regulations, 1967, made under the new Act came into force on July 18, 1967. Copies of the Act and Regulations may be inspected in the Annexe to the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

KENYA

Import licensing regulations

LEGAL NOTICE No. 162 published in the Kenya *Official Gazette* Supplement dated July 29, announces with effect from July 28, the Import, Exports and Essential Supplies (Imports) (Amendment) (No. 5) Order, 1967, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended is now further amended as follows:

Item No.	Description
081 9 0	Prepared Animal Feeds.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

MALTA

Import control

THE BOARD OF TRADE has received a copy of the Maltese Import Duties (Locally manufactured cigarettes supplied to Members of Diplomatic Missions) Drawback Regulations, 1967 which read as follows:

Import Duties Act, 1964
(Act No. XI of 1964)

Import Duties (Locally Manufactured Cigarettes supplied to Members of Diplomatic Missions) Drawback Regulations, 1967

Date of commencement: August 22, 1967.

IN exercise of the powers conferred by section 20 of the Import Duties Act, 1964, His Excellency the Governor-General has made the following regulations:

1. These regulations may be cited as the Import Duties (Locally Manufactured Cigarettes supplied to Members of Diplomatic Missions) Drawback Regulations, 1967.

2. Subject to the provisions of the Import Duties Act, 1964, and of regulations 3 and 4 of these regulations, a drawback of import duties charged on the goods mentioned in the first column of the Schedule hereto, at the rates specified in respect of such goods in the second column of the said Schedule, shall be allowed on the supply of locally manufactured cigarettes to any such persons as are, in accordance with, or by an order made under, the provisions of the Diplomatic Immunities and Privileges Act, 1966, entitled to be exempt from import duties on cigarettes, but to the extent only that they are so exempt.

3. (1) A claim for the payment of such drawback shall be supported by:

(a) a certificate issued by the person for whose use the cigarettes are supplied, showing that the quantities of locally manufactured cigarettes in respect of which drawback is claimed have been supplied to him; and

(b) a certificate issued by the Ministry of Commonwealth and Foreign Affairs showing that the person to whom locally manufactured cigarettes in respect of which drawback is claimed have been supplied is a person entitled to exemption from import duties on cigarettes in view of the provisions of the Diplomatic Immunities and Privileges Act, 1966.

(2) For the purpose of the payment of drawback under these regulations, a certificate issued in accordance with sub-paragraph (b) of paragraph (1) of this regulation shall be sufficient evidence of the facts stated therein unless the contrary is proved.

4. In the case of tobacco contained in cigarettes manufactured from leaf tobacco, the drawback allowed under these regulations shall be payable subject to the surrender to the Comptroller of Customs of a quantity of tobacco stalks and offal equal in weight to not less than five per centum of the tobacco in the quantity of cigarettes in respect of which drawback is claimed.

SCHEDULE

Regulation 2

First Column Goods	Second Column Rate of Drawback
Tobacco . .	31s. 5d. per kilogramme of tobacco contained in cigarettes manufactured from leaf tobacco charged with duty at the Preferential Tariff; 31s. 11d. per kilogramme of tobacco contained in cigarettes manufactured from leaf tobacco charged with duty at the General Tariff; 30s. 0d. per kilogramme of tobacco contained in cigarettes manufactured from tobacco imported cut or cut and blended but not further manufactured.
Filter plugs. . Cardboard sleeves	The duty paid on importation plus 10% thereof as wastage allowance. The duty paid on importation.

ISRAEL

Amendment to liberalization of imports

THE ISRAELI RATES of purchase tax on fluorescent lamps and mercury vapour lamps were given in a *Board of Trade Journal* notice on August 11. We have since heard that the rates given are not correct. The amended rates are as follows:

Tariff No.	Description of Goods	Customs Duty	Purchase Tax
85.20-2020	Fluorescent lamps:		
-2021	Straight of a length not exceeding 1.25 metres	60%+ IL 1·75 each	80%
-2029	Other	60%+ IL 0·80 each	80%
85.20	Mercury vapour lamps, ultra violet lamps, excluding the kind for medical use:		
-2013	Mercury vapour lamps not exceeding 175 watts	60%+ IL 10.00 each	20%
-2019	Other.	60%+ IL 20·00 each	20%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

MALAYSIA

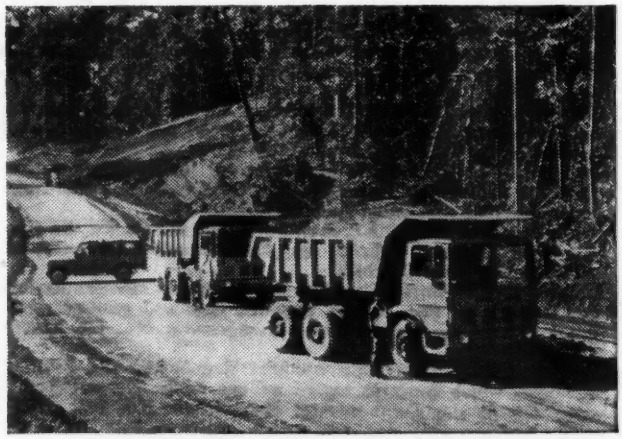
Customs (Malaysia Common Tariffs) Order, 1967

IN PURSUANCE of the Malaysian Government's policy of creating a single customs area for Malaysia by harmonizing tariffs between East Malaysia (Sabah and Sarawak) and West Malaysia (States of Malaya), the Customs (Malaysian Common Tariffs) Order, 1967 has been made, together with amendments to the various Customs Duties Orders and Surtax Orders of the States of Malaya, Sabah and Sarawak. These Orders are published in Malaysian *Government Gazette* dated August 10, 1967.

Since the publication in February 1966 of the Customs (Malaysia Common Tariffs) Act, 1966, harmonization of tariffs has taken place from time to time on certain articles. These tariff changes have been made under the respective Customs Ordinances of the States of Malaya, Sabah and Sarawak. The Customs (Malaysia Common Tariffs) Order, 1967, which includes 1,640 tariff items, embodies about 800 items which have already been harmonized. The other tariff items have either nil duties or the same duties under the respective Customs Duty Orders of the States of Malaya, Sabah and Sarawak. The Order is also extended to Penang and Labuan in respect of certain tariff items which are dutiable in these two customs areas.

The effect of this Order is that the goods included therein can be moved duty-free throughout Malaysia once they have been imported into and duty paid in any part of Malaysia.

Inquiries concerning this Order may be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472 or 473).



Leyland Hippo chassis of 20-ton gvw with Telehoist 10 cu. yd. dumper bodies and Telelever tipping gear in use for road construction through forests in North Borneo. The vehicles shown are two of 13 used in road construction. They are operated by Wallace Bay Ltd. who administer nearly 1,700 square miles of forest and extract about 1½ million cu. ft. of timber a month for export.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.2* (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page iii of the Supplement to the* Board of Trade Journal, *July* 28, 1967.

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has announced that, subject to representation made in writing to the Minister of Commerce and Industry before September 29, 1967, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
1. Manufacture of miscellaneous metal products	Gas Cookers
2. Manufacture of containers	Accessories for containers for the transport of containerized cargo
3. Manufacture of transport equipment	(i) Rolling stock (ii) Bogies for trailers and semi-trailers (iii) Caravans
4. Miscellaneous manufacturing industry NES.	Self-adhesive tapes, all types.

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years, depending on the amount of capital invested in Malaysia.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 1237/G.

UNITED STATES

Fair Packaging and Labelling Act (Drugs, devices and cosmetics)

THE *Board of Trade Journal* dated December 23, 1966, gave notice of the United States Fair Packaging and Labelling Act affecting the distribution in commerce of packaged consumer commodities, including foods, drugs, devices and cosmetics. Notice was given in the *Board of Trade Journal* dated March 31, 1967 of proposals to modify existing regulations pertaining to the labelling of foods. Having ordered changes in the required label statements for foods, the Commissioner of Food and Drugs now proposes amendments regarding label statements for drugs, devices and cosmetics.

Interested persons are advised to obtain a copy of the detailed proposals from the Board of Trade at the address below and may file comments (in quintuplicate) with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W., Washington, D.C. 20201, not later than September 21, 1967. Comments may be accompanied by a memorandum or brief in support.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

VENEZUELA

Import licensing restrictions

HM EMBASSY AT CARACAS has reported that the Venezuelan Ministries of Finance and Development has issued a resolution dated August 16 imposing import licensing restrictions on two tariff definitions affecting aluminium. They are as follows:

Tariff No.	Description	Duty in Bolivars per Kilo gross weight
284-01-02	Of aluminium (4)	BS. 0·001
684-01-00	Aluminium and aluminium alloys, wrought (4)	BS. 0·001

NOTE: (4) Previous import licence required from Ministry of Development.

This resoluton enters into force from date of publication (August 16) with the exception of goods coming by air. Licence requirements for the latter will become effective as from 10 days after publication of resolution. Exemption from import licence restrictions also applies to those imports whose Consular documents or Bills of Lading bear a date on or before the date of publication of resolution.

Also published on August 16 was another resolution which imposed import licensing restrictions on screws, nuts, rivets and washers as per tariff definitions set out below:

Tariff No.	Description	Duty in Bolivars per Kilo gross weight
699-07-01-2	Polished or copper-plated (4)	0·20
699-07-01-3	Nickel-plated or chrome-plated (4)	2·00
699-07-02-2	Of aluminium (4)	0·005
699-07-02-3	Of copper (4)	0·20
699-07-02-4	Of base metals, n.e.s. (4)	1·20

This resolution enters into force from the date of publication (August 16) with the exception of articles coming by air. For the latter, import licensing restrictions apply as from August 21. Those imports whose Consular documents or Bills of Lading bear a date on or before August 16, are exempt from the import licensing requirements.

Customs tariff changes from Caracas

IT HAS FURTHER been reported from Caracas that by a resolution of August 16, certain changes have been made in the tariff concerning artificial thermoplastic resins and toothpicks. The new definitions are set out below:

Tariff No.	Description	Duty in Bolivars per Kilo gross weight
599-01-04-2-A	Cellulose derivatives, n.e.s.	0·001
599-01-04-2-D	Carboximetilcellulose	1·00
632-09-20-8	Toothpicks	10·00

This resolution enters into force 20 days from the date of its publication.

Also, by another resolution of August 16, a new customs definition has been introduced for iron and steel plates and sheets. Details are set out below:

Tariff No.	Description	Duty in Bolivars per Kilo gross weight
681-05-05	Plates and sheets, perforated, grooved, embossed, curved, bevelled and of rounded angles, including those cut in distinct forms of square or rectangular	1·00

Under this category are classified plates and sheets which have other works distinct from cold and or hot strips, such as: perforated, grooved, embossed, curved or rounded in shape, special cuts. Exempt are those smooth and plain sheets and plates classified under 681-05-01 and 681-05-02, such as corrugated sheets and plates and the n.e.s. to those that correspond to 681-05-03 and 681-05-04 respectively. This resolution enters into force 20 days from the date of its publication.

ARGENTINA

Some import prohibitions lifted

ARGENTINE GOVERNMENT Decree No. 5491 of August 1, 1967, lifts the import prohibition on the following:—

84.06.01.99 Spares and loose parts for aircraft engines
84.06.02.41 Pistons for motor vehicle or motor-cycle engines
84.06.02.42 Pistons for other engines
84.06.02.43 Cylinder liners for motor vehicle or motor-cycle engines
84.06.02.44 Cylinder liners for other engines
84.06.02.45 Piston rings for motor vehicle engines
84.06.02.46 Piston rings for other engines
84.06.02.47 Valves and similar parts for motor vehicle or motor-cycle engines
84.06.02.48 Valves and similar parts for other engines
84.06.02.49 Connecting rods for motor vehicle or motor-cycle engines
84.06.02.50 Connecting rods for other engines
84.06.02.51 Corburettors for motor vehicle or motor-cycle engines
84.06.02.52 Carburettors for other engines.

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BRAZIL

Import duty on grain sorting machines

THE BRAZILIAN Customs Policy Council Resolution No. 481, published in the *Diario Oficial* of August 4, has increased from 10 per cent to 30 per cent the *ad valorem* duty on tariff sub-item 84-39-006-01 – grain sorting machines by colour, photocell system.

COLOMBIA

Changes in import deposits

IT HAS BEEN reported by HM Embassy in Bogota that the Colombian Monetary Board has issued Resolution No. 42, dated August 9, 1967, which reduces to 30 per cent the prior deposit on imports of goods coming within the following tariff headings:

Tariff Heading	Description
84.38	Auxiliary machinery for use with machines of heading No. 84.37; parts and accessories suitable for use solely or principally with the machines of the present heading or with machines falling within heading 84.36 or 84.37:
B VI	Parts and accessories: Needles.
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio broadcasting and television transmission and reception apparatus and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:
C	Other:
I	Radiotelegraphic and radiotelephonic transmission and reception apparatus.
II	Radio-broadcasting and television transmitters and transmitter-receivers.
D	Parts and components:
III	Other:
a	Of plastic materials.
b	Of other materials.
85.18	Electrical capacitors, fixed or variable:
A	Fixed:
I	Insulated with paper, mica or ceramic materials.
II	Electrolytic capacitors.
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits, etc.:
A	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits:
II	Relays.
C	Resistors, fixed or variable (including potentiometers), other than heating resistors.
85.21	Thermionic, cold cathode and photo-cathode valves and tubes; photocells; crystal diodes, etc.:
A	Thermionic, cold cathode and photo-cathode valves and tubes:
II	Other.
C	Crystal diodes, crystal triodes and other crystal valves (for example, transistors):
I	Transistors.
II	Other.
D	Mounted piezo-electric crystals.
E	Parts.
85.26	Insulating fittings for electrical machines, appliances or equipment, being fittings wholly of insulating material apart from any minor components of metal incorporated during moulding solely for the purposes of assembly, but not including insulators falling within heading No. 85.25:
C	Other.

COSTA RICA

Sales tax

HM EMBASSY in San Jose report that Decree No. 3914 published in the Costa Rican *Official Gazette* No. 161 of July 18, 1967 establishes a sales tax which replaces the consumption tax established by Decree No. 26 of March 31, 1967 (see *Board of Trade Journal* of May 12, 1967, page 1262). The new tax, which will be applied to imports, internal sales of merchandise, service in restaurants, bars, etc., became effective from July 23, 1967.

The general rate of tax is 5 per cent. For a few 'luxury' items, e.g. glassware, ceramic ornaments, domestic electrical apparatus, photographic equipment, etc., the tax is 25 per cent. Items of 'prime necessity' are exempt.

A translation of Decree No. 3914 may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

NEW ZEALAND

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the rates of import duty and import licensing arrangements affecting beads and findings, other than of precious metal, used in the production of imitation jewellery. The goods in question are classified under a number of items in the New Zealand tariff and are subject to the rates of duty provided thereunder.

Under a decision (at present in operation) made under item 448(3) of the New Zealand tariff in force prior to July 1, 1962, certain metal stampings are admitted at the following concessionary rates of duty and under the following conditions:

Description	Rates of Duty		
	British Preferential	Most-Favoured-Nation	General Tariff
Stampings, metal (other than stampings containing precious metals) as may be approved, on declaration by a manufacturer that they will be used solely in the manufacture of goods classed under item 242 (3)	Free	—	10%

Approved goods are:
Stampings in the rough which require further working such as polishing, plating, gilding, to be done on them in New Zealand to fit them for use in making up the non-precious jewellery of item 242 (3).
(N.B. Tariff item 242 (3) related to 'Jewellery which does not contain precious metal or precious or semi-precious stones.)

The inquiry will consider whether this concession should be continued or amended.

The public inquiry will take place in Wellington on November 6, 1967. Typewritten statements of evidence (12 copies) should be lodged with Mr. P. A. T. Abraham, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than October 23, 1967. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The British Jewellers' Association and the Glass Manufacturers' Association have been informed and it is suggested, that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2320), quoting reference CRE 1803/67, and any British trade association or firm proposing to submit evidence is asked to advise that department of their intention.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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ECGD local offices	28 July 1967
Official Receivers' Offices	16 Dec. 1966
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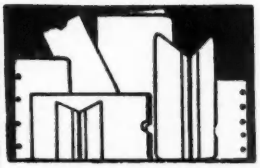

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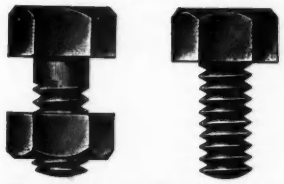

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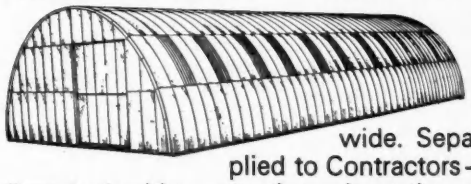

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